GLG

A CASE STUDY

Commercial Due Diligence: Pharmaceutical Services Assets

Market Sizing, Voice of Customer Analysis, and Post-Acquisition Synergy Assessment

CHALLENGE

A private equity firm wanted to evaluate four pharmaceutical services assets in the contract development manufacturing organizations (CDMO) space. Key diligence questions included:

- Validation of the market size and future growth
- Customer dynamics, including key purchasing criteria (KPC), stickiness, and demand drivers
- Potential synergies to maximize post-transaction value

THE GLG APPROACH

GLG assembled an engagement team led by a former commercial due diligence consultant, along with a 30-year life sciences executive advisor who had experience in more than 10 PE transactions in the CDMO space.

During the four-and-a-half-week effort, the GLG team facilitated:

- 15 expert interviews from competitor and customer perspectives
- A survey of 96 decision makers from branded and generic pharma, over the counter, and nutraceutical customers

OUTCOME

GLG's due diligence team helped summarize findings about the market landscape, customer dynamics, and growth opportunities into a 70-page report. Before investing, the PE firm considered the four pharma services assets and additional target companies.

Why GLG?

Unique Engagement Model
Using GLG's engagement model, our client gained access to an industry veteran with extensive PE transaction experience in the CDMO space. This accelerated the "get-smart" phase of diligence and ensured final insights were nuanced with first-hand expertise.

Targeted Scope, Precise Methodology
GLG partnered with our client to pinpoint critical investment thesis questions, designed a research approach of 15 expert calls and a survey of 96 customers, and helped deliver a 70-page report on findings.

FEATURED PRODUCTS

GLG Integrated Insights

GLG Calls

GLG Surveys

Learn more

As the world's insight network, GLG connects clients to the subject-matter experts who can provide real-world insights to make informed decisions. Our team of professionals work with you to create a tailored approach that identifies, assesses, and answers your questions on your timeline. We bring the power of insight to every great professional decision