Case Study

Analysing the Potential Implications of a Proposed Merger

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About the Client

- A leading telecom service provider based in Europe

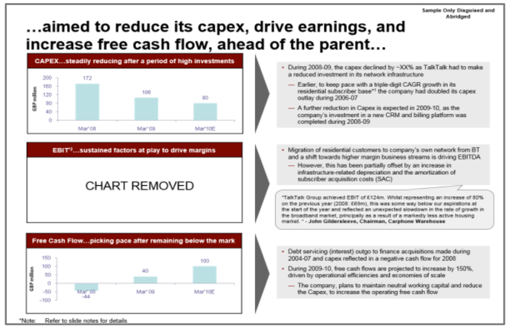
Client Objectives / Goals

- The client wanted to augment its service portfolio by acquiring broadband services. It approached RocSearch to analyse the potential implications of a proposed merger with a target company
- They also sought to develop an understanding of the shortlisted target company's business profile, its financial and operational performance, future plans, and assess its attractiveness as a standalone entity

Approach and Methodology

- RocSearch looked through company filings, presentations and analyst reports to develop an understanding of:
  - Historical and forecasted financial performance of the target company
  - Company's operational KPIs
  - Strategies adopted by the company and future growth plans, especially related to expanding its subscriber base
- The team also developed a robust framework to understand the attractiveness of the target company and implications of the proposed merger by conducting:
  - Value assessment analysis of the company
  - Risks analysis of the merger

Sample Output



Results / Value-add

The study helped the client to assess the value of the company based on M&A broadband deal multiples in Europe and understand the pitfalls of the proposed merger