

Case Study

Global TDI Market Assessment



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About the Client



The client is an European private equity player with a diverse portfolio of investments in multiple sectors, including financial services, healthcare and manufacturing

Client Objectives / Goals



- The client was considering exit options for one of its portfolio companies and wanted us to perform an in-depth study of the global TDI market to support this evaluation
- Geographical focus was the Eastern European market

Approach and Methodology



We divided the client's requirements into three parts.

- Demand-side analysis:
 - Impact of the global economic downturn on the current market demand
 - Evaluating future trends, looking at major consumers (furniture and automotive industries) of TDI
- Supply-side analysis:
 - Planned capacity additions to forecast expected supply
- Impact on competition and prices
- Regional analysis:
 - Assessment of region-wise demand-supply gap, capacity build-ups and shift in demand to Asia
 - Value chain analysis
 - Industry cost structure assessment

Results / Value-add



Client gained in-depth understanding of the industry (current performance as well as future potential); thereby, helping them make an informed exit strategy decision

Sample Output

