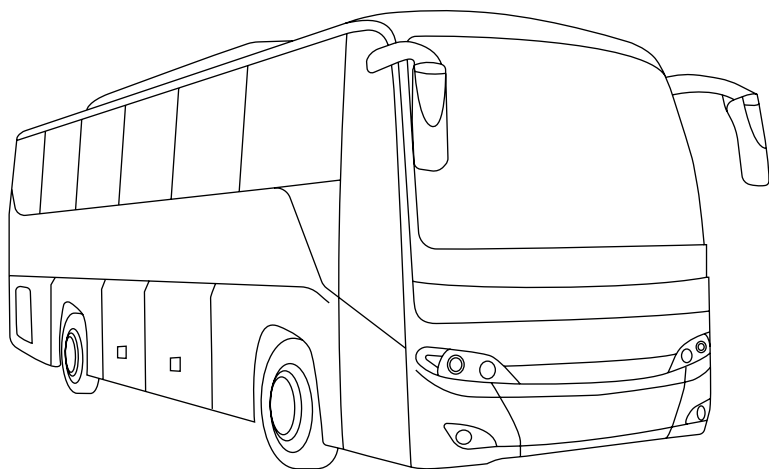


DUE DILIGENCE OF A BUS MANUFACTURER

” FEV Consulting provided us in a short time with all information required to obtain a comprehensive impression of the target’s capabilities and derive a reasonable price



SITUATION & APPROACH

- An international strategic investor was looking for a bus manufacturing company as an investment and for building up own production capacities
- FEV Consulting had the mandate to perform a commercial and technical due diligence, to provide the client with an understanding of the investment’s opportunities and risks as well as a rational price
- Within the commercial part of the DD overall business model of the target has been analyzed, management forecasts reviewed and an enterprise valuation performed based on own assumptions
- Within the technical part of the DD operational capabilities as R&D, Production or SCM where analyzed and existing assets evaluated
- Upside and downside potentials of the transaction have been analyzed

RESULTS AND BENEFITS

- Our client obtained a detailed insight into the essentials of bus manufacturing and the competitive positioning of the target
- Findings have been summarized in a clear recommendation together with an enterprise value
- Post acquisition activities to realize upside potentials and avoid risks have been planned



MERGERS & ACQUISITIONS

For clients that are planning mergers or acquisitions, FEV Consulting offers a unique combination of expertise in technology and business. We help our clients to identify potential targets according to their specific investment strategy. During the due diligence our consultants analyze the target's business model, product technology and operations performance in detail and help the client to make the right investment decision. Finally, FEV Consulting assists the integration into the organization.

Dipl.- Wirt.- Ing.

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Principal

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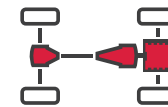
SERVICE LINES OF FEV CONSULTING



Technology
Roadmapping



Connected and
Automated Driving



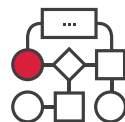
Powertrain
Concept Studies



Modularization
Strategies



Mergers &
Acquisitions



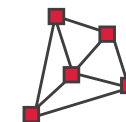
Product Development &
Process Optimization



Vehicles &
Lightweight



Smart Cost
Reduction



Manufacturing
4.0



Supply chain
management