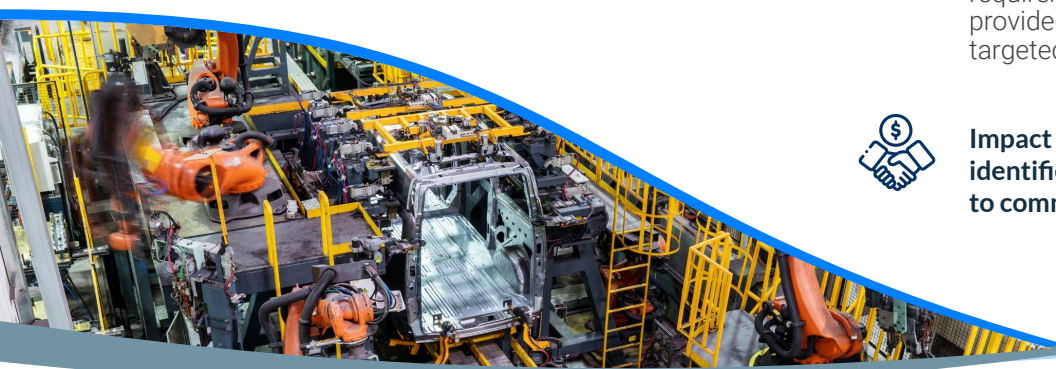


## IDENTIFYING TARGETS FOR ACQUISITION IN THE INDUSTRIAL AUTOMATION SPACE



### A European Manufacturer of Electric Motors and Fans

The Client asked PreScouter to help them strategically grow their industrial drive technology business unit. Their goal was to expand their portfolio and market reach through acquisition, with a focus on industrial automation and intralogistics in order to acquire technical capabilities quickly.



### CHALLENGE

The Client was looking to identify acquisition targets that would secure their position in the current baseline market, develop a competitive solution for the state line market in order to successfully enter this area, and expand regional reach in an area of interest such as the United States.



### APPROACH

PreScouter brought on an internal Subject Matter Expert in robotics and industrial automation to help guide the team as they identified and performed due diligence on over 30 possible targets. For each identified target, PreScouter highlighted all of the relevant information in a powerpoint deck as well as in a spreadsheet to check off all technical needs at a glance.



### OUTCOME

PreScouter successfully identified close to 30 targets that met the Client's requirements, including several the Client was not previously aware of. This provided the Client with opportunities across the globe that serviced the targeted high-line automation markets.



**Impact of PreScouter's Work:** The Client team was able to take the targets identified by PreScouter to their Mergers & Acquisitions department in order to commence the M&A process.