

Inorganic growth option in Industrial Chillers

Potential Target Identification for Acquisition



Quick overview

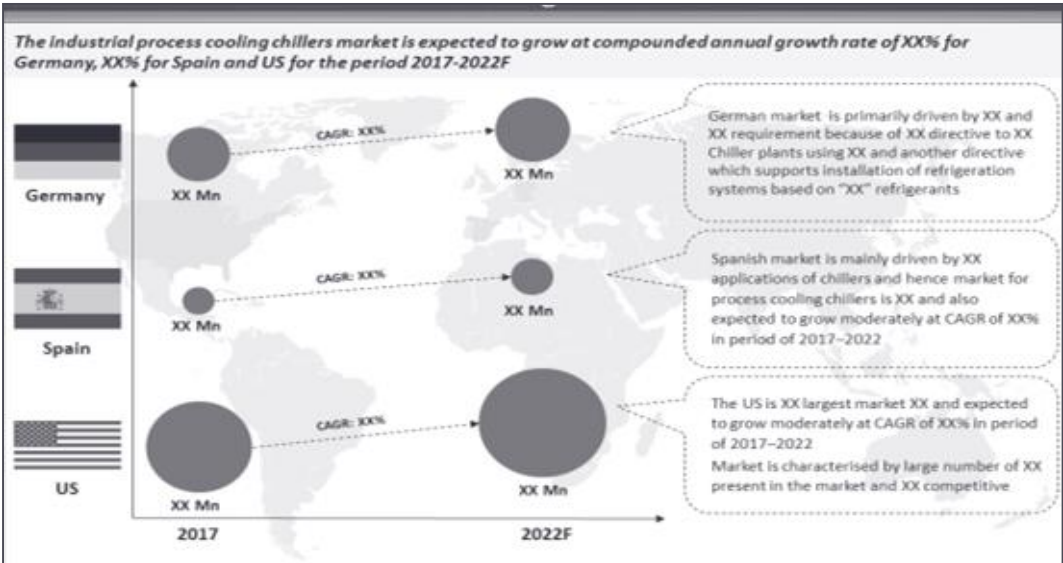
The market demand for industrial chillers are growing in the North American and European markets. With an increasing market potential, companies are trying to increase their market share in this segment. The engagement focused on identifying, evaluating and prioritizing potential acquisition targets in specific countries

Client success details

This engagement helped the client gain insights on the market attractiveness for industrial chillers in each of the focus geographies. Following questions were answered during the engagement:

“The market showed relatively promising growth opportunities in Europe than North America, where the CAGR can be >5% in the next five years. Focus should be the key economies within Europe

- What is the current and future potential?
- Who are the key manufacturers/suppliers in the focus geo-markets?
- What market shares do the key players hold?
- What are the technologies used in their products?
- What key features are required by end customers?
- Who are the best acquisition targets?



FutureBridge conducted extensive secondary and 250+ telephonic interviews to identify the potential targets for acquisition. The output included the following

- The market potential, validating the client’s hypothesis for go/no-go decision on the investments
- Recommendations on leading companies to be acquired within specific countries



Client was able to gather specific insights on the do’s and dont’s in specific countries. The recommendations helped with options to acquire companies who have synergies matching the clients offerings

The client made one acquisition in a specific country, which has resulted in gaining the top 3 rank in the industry. One more acquisition is in the pipeline for 2022

About FutureBridge

FutureBridge tracks and advises on the future of industries from a 1-to-25 year perspective.

We keep you ahead on the technology curve, propel your growth, identify new opportunities, markets and business models, answer your unknowns, and facilitate best-fit solutions and partnerships using our platforms, programs, and access to global ecosystems and players.