

Commercial Due Diligence PowerPoint Template

Complete PowerPoint template for high-quality, comprehensive due diligence reports and investment theses

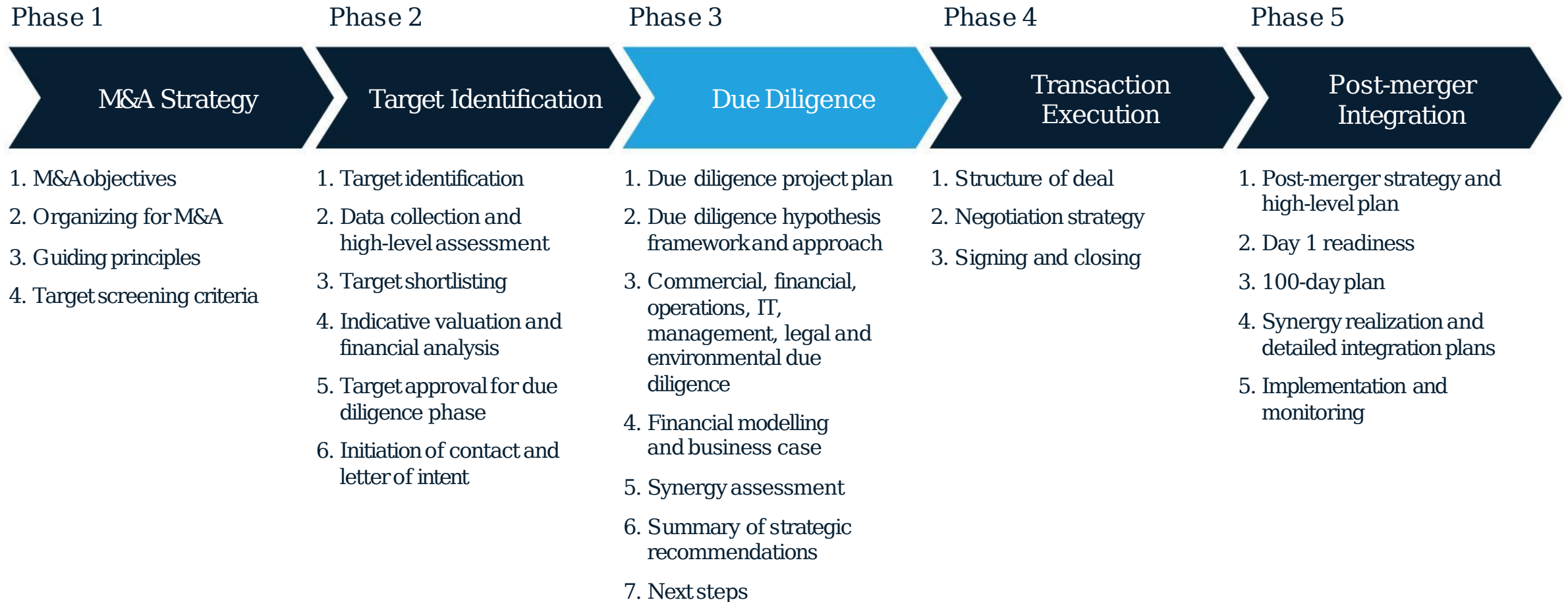


Objectives of this template

The Due Diligence template includes a fully structured due diligence report complete with ready-to-use slides, as well as frameworks, tools, real-life examples, and best practices to help you:

- ▶ Conduct a due diligence of a target company using a best-practice hypothesis-driven approach, ensuring a holistic assessment of the attractiveness of the target's market, strength of the company, and feasibility of business plan
- ▶ Analyze the target's financial position and financial statements
- ▶ Analyze the market attractiveness and dynamics
- ▶ Create an overview of the target's competitive advantage and market positioning
- ▶ Discuss and evaluate the commercial attractiveness of the target
- ▶ Create and present a complete commercial due diligence report as part of your larger M&A process
- ▶ Get inspiration from real-life case examples on how other due diligence reports look like

The Due Diligence template is a supporting tool for you to use as part of your broader M&A process

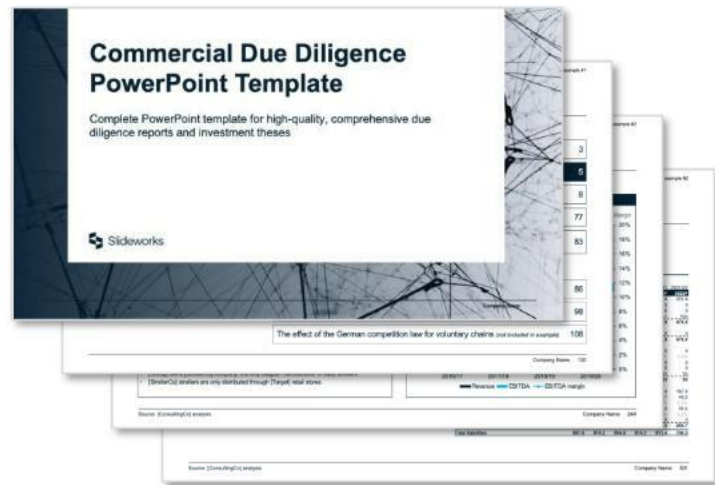


The Due Diligence template focuses on the commercial part of a due diligence process (a CDD)

A	B	C	D	E	F	G
Commercial	Operational	Financial	Legal	IT and tech	Environmental	Management
<ul style="list-style-type: none">• Market size, growth, trends, and competitors• Customer and value proposition• Financials, strategy, and plan	<ul style="list-style-type: none">• Operational efficiency• Supplier opportunities and dependency• R&D and pipeline	<ul style="list-style-type: none">• Adjustments to P&L and balance sheet (incl. tax)• Financial performance• Budget accuracy and level of reporting	<ul style="list-style-type: none">• IP rights• Contracts• Insurance	<ul style="list-style-type: none">• Technology platforms• Tech roadmap• ERP systems and CAPEX investments	<ul style="list-style-type: none">• Compliance and reporting of ESG	<ul style="list-style-type: none">• Key employee assessment and remuneration packages

Focus of this template







This template includes everything you need to create your own high-quality, well-structured due diligence presentation



329 PowerPoint slides

6 Excel files

Included with this toolkit:

-  Fully editable slides with best-practice layouts
-  Complete storyline based on proven and tested due diligence reports
-  Best-practice hands-on guide and helpful checklist
-  Three real-life case examples for inspiration and guidance
-  Free support from our senior ex-McKinsey, BCG and Bain consultants
-  Free access to future updates

The Due Diligence (CDD) template is structured in four main parts

Part 1

Best practice guide on creating CDDs



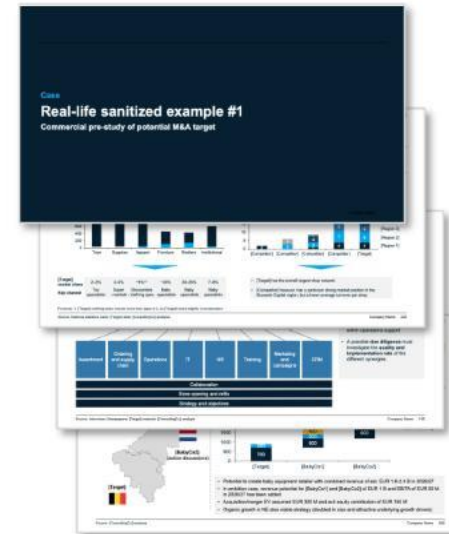
Part 2

Structured commercial due diligence template



Part 3

Three full-length, real-life CDDs



Part 4

Consulting checklist and tips and tricks



See more details of each section in following pages




Part 1: Get a tried-and-tested best-practice guide on structuring an effective commercial due diligence presentation


Best-practice guide

A full Due Diligence typically covers several areas to give as clear and comprehensive a picture of the target as possible


Focus of this template




Commercial
Analyzes and evaluates market, competitive landscape, and commercial attractiveness




Financial
Assesses financial health and projected financial results




Operational
Assesses efficiency and effectiveness of target's operations




Legal
Ensures that there are no legal risks or red flags




Technical
Evaluates target company's technical infrastructure, capabilities, and setup




HR
Assesses human resource setup including salary and bonus structures




Environmental
Assesses potential environmental risks with both operations and assets



Regulatory
Assesses regulatory environment to ensure continued compliance



Tax
Ensures that target company is in compliance with tax obligations and identifies any potential liabilities



IP
Evaluates target's intellectual property and any potential risks associated with this

Company Name 11

Best-practice guide

Supplier analysis

Objective	Key questions/checklist
<ul style="list-style-type: none">Assess robustness and reliability of target's supply chainUnderstand supplier landscape, incl. risks associated with suppliers, cost structure and dependency on certain suppliers, and potential for vulnerabilities that could affect target's power and potential for supplier-driven	<ul style="list-style-type: none">What does target's value chain look like and how many suppliers are in each step?How robust is target value chain in terms of things like geopolitical unrest, climate change etc.?Are there any steps where target is too dependent on single or few suppliers, and can this be changed?How is target's current supplier performance measured, managed, and incentivized?What are standard industry terms for suppliers in this space and how does this impact target cashflow and business operations?Are there any risks, uncertain terms, price escalation clauses, obligations or similar in target's current supplier contracts?How will raw material costs, labor costs, and overheads of suppliers likely evolve and how does this affect cost structure of target?Are there any opportunities for renegotiating or switching suppliers to lower costs?...
data sources	
<p>publications, and market reports procurement and import/export)</p>	

Company Name 21

Best-practice guide

...and why is it important?

The Commercial Due Diligence is important due to several factors:

- Establishes value and price:** The main purpose of a CDD is to understand and evaluate the target's competitive position thoroughly. This helps understand the target's short—and long-term value and, therefore, potential price.
- Mitigates risk:** A CDD identifies and rates risks so investors or acquirers can develop mitigation strategies, renegotiate deal terms, or decide against pursuing the deal altogether.
- Identifies opportunities:** The CDD also helps identify and quantify potential opportunities or sources of untapped value in the target, such as overlooked market segments, operational efficiencies, or potential synergies with the acquirer.
- Ensures strategic alignment:** A CDD establishes a clear picture of the target's strategy (both theoretical and actual) and thereby helps an acquirer assess the potential strategic fit.
- Allows for smoother post-merger integration:** A thorough understanding of the target's market position and strengths and weaknesses enables the acquirer to create and implement integration plans more efficiently, leading to faster achievement of desired outcomes and value creation.

Company Name 12

Best-practice guide

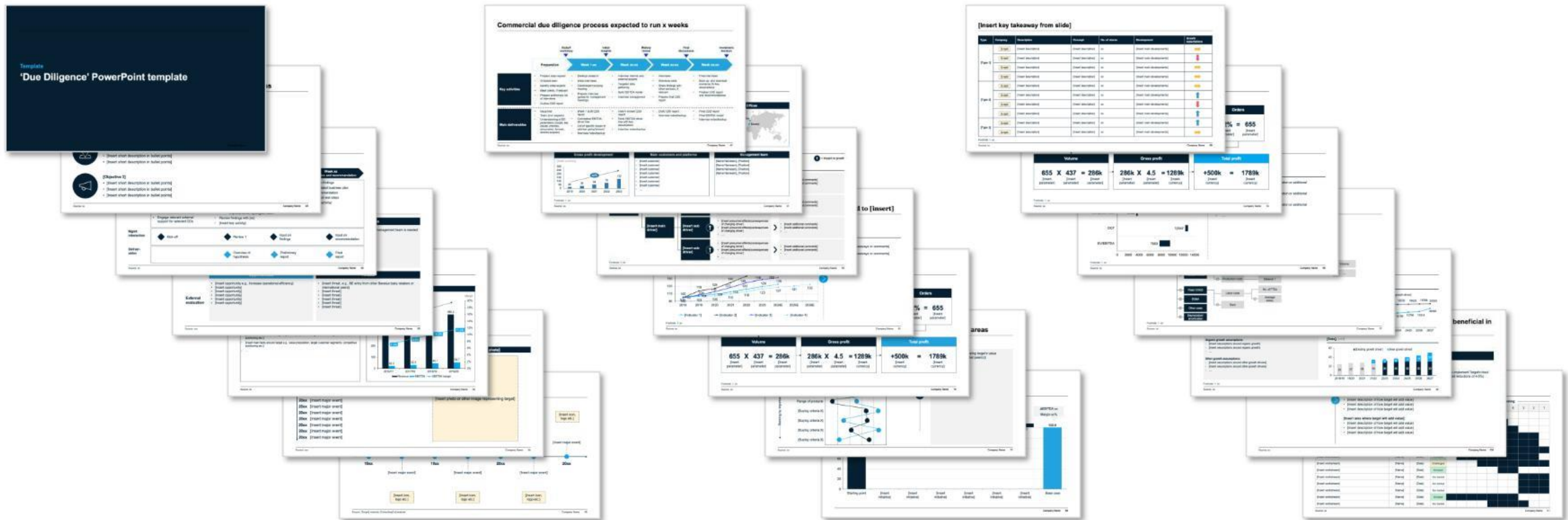
Commercial due

CDD is a systematic, thorough analysis of the target's market position, competitive dynamics, and customer dynamics, mapping the target's competitive advantage and financial strength to identify opportunities and mitigate risks.




A CDD is a key component of any merger and acquisition process.

Part 2: The full commercial due diligence template with structured sections and multiple versions of slides for you to choose from

89 fully editable template slides in a complete and structured storyline with action titles, ready-to-use graphs, suggested formatting and more:



Part 3: Three different sanitized case studies to show you what a due diligence report can look like in real-life cases

Case		Main purpose	Types of analysis included
Real-life case example #1	Commercial pre-study of potential M&A target	Buyer-side commercial due diligence of German-based wholesale and retail chain to assess potential attractiveness	<ul style="list-style-type: none"> Target development and position Qualitative and quantitative market dynamics and competitive landscape Possible market expansion strategies for target 
Real-life case example #2	Sell-side investment proposal	Investment proposal prepared for Belgian baby equipment provider to potential buyers	<ul style="list-style-type: none"> Quantitative and qualitative market development Business case with base case and ambition case Detailed financial analysis and valuation method 
Real-life case example #3	Market and competitor analysis as part of a commercial due diligence	Outside-in assessment of UK-based consumer foodservice provider's market and competitive landscape	<ul style="list-style-type: none"> Competitive landscape and target positioning Quantitative market development Potential impact on target 

Part 4: A helpful checklist and management consulting tips and tricks to take your presentation to the next level

Appendix: Checklist

Presentation checklist

Content

☐ Is the objective of this presentation clear and does the presentation achieve that objective?

☐ Is there a short and structured executive summary that accurately summarizes that objective?

☐ Does the structure of the presentation follow a clear and logical storyline?

☐ Is each slide title an action title?

☐ Can a reader read through only the titles of the slides and understand the full story?

☐ Does the content on each slide support the title of that slide? (rule of thumb: no content on a slide that does not relate to the title)

☐ Is each slide it's own message and follows the "one message per slide rule"? (tip: if you cannot explain the full slide in a two-line title you should split it into two)

Company Name

322

Appendix: Checklist

Best practice tip: Read only titles and see if overall story is coherent

Zoom out on your slides and only read the titles. Does the story make sense and create a compelling case?

Titles that don't tell a story are difficult to navigate and retell:

ssion
hcare customer journey
n methodology
id
actions
iding

Coherent titles easily deliver the main points:

- [Company] is building the national virtual care platform, transforming healthcare in [region] from 202x
- [Company] faces one urgent challenge: How to populate the platform with high quality solutions
- To solve this big challenge, [Company] needs to answer two key questions
- The solution is to run a 3 month strategy and execution roadmap phase – followed by execution programs
- An initial \$500k investment will save millions later, reduce mistakes and radically speed up execution

Company Name

327

Appendix: Checklist

Tip: Use action titles

Important thing you want the reader to know when reading the slide. How would you say that if you write that voice-over down as the action title.

reader to interpret the message on

An action title guides the reader and helps them focus on what's most important

We have three options for collaboration based on the needs of the founders

Self guided

Playbook

Digital Learning

Peer community

Rise Like a

Blended delivery

User workshops

Group Coaching

Brain trusts

Rise

Blended delivery

1:1 Coaching

Access to mentors

Demco day

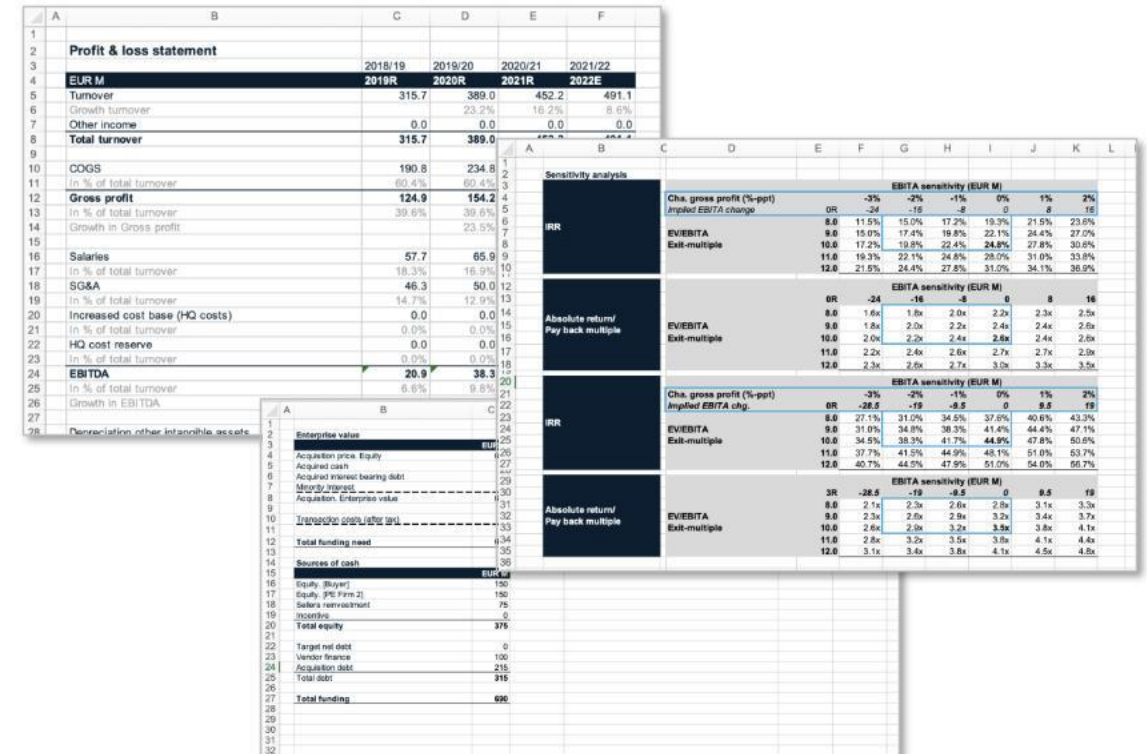
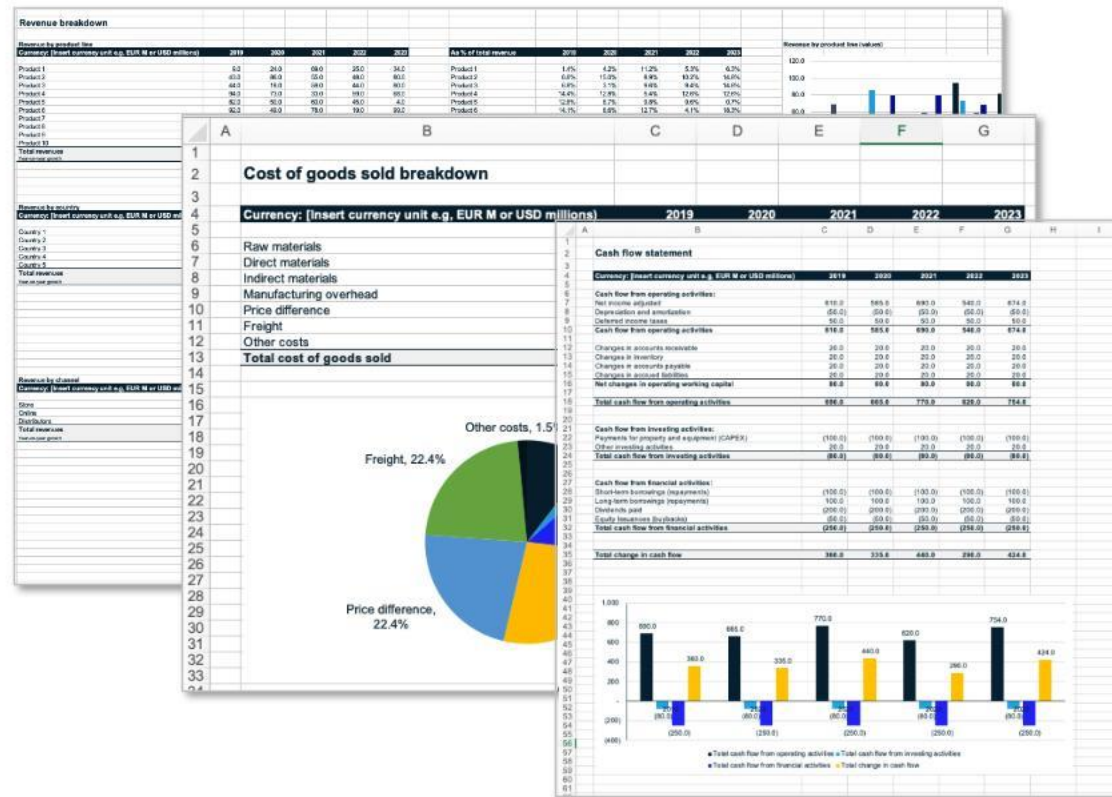
Company Name

325

In addition, the template includes several fully editable **Excel sheets** to support your due diligence, as well as the files from one case example

Ready-to-use financial templates...

..and all files from one case example



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