

Transaction and M&A Support

We can help answer:

- What is the potential upside and downside of a transaction?
- How does the IHS forecast compare with the company's business plan?
- Are there premium products and what is the outlook for margins?
- How does the company differentiate itself from competitors?
- How strong is the company's IP position?
- How well maintained are the assets?
- What are the risks associated with this transaction?

Expertise and insight to support client investment, financing and portfolio strategy decisions

Robust company, market and industry analysis, authored by highly credible and experienced consultants, is critical to effectively define the scope, understand viability and successfully execute and close a transaction.

Built on IHS' reputation for integrity and our extensive industry intellectual capital and proprietary information, our consulting team are leaders in providing both commercial and technical due diligence to support M&A transactions. From risk advisory to business plan projections, we provide advice and support on all aspects of the lending, purchasing and selling process. Combining the unmatched breadth and depth of the information and insight provided in our multi-subscriber databases and reports, with our consultants' first-hand industry experience, we are well placed to understand the issues, concerns and considerations whilst evaluating the deployment of capital for a potential transaction.

That union of vast market and technical knowledge enables us to truly appreciate the challenges our customers face, and partner with them to deliver solutions that are specifically tailored to provide value and successfully drive their business forward.

Core Capabilities

- Technology and IP position assessment
- Commercial and technical due diligence
- Target acquisition screening
- Buy-side and sell-side analysis
- Risk advisory
- Cash flow and profit margin projection
- Operational and financial sustainability
- Business performance assessment
- Mergers & acquisition support

Industries we support

- Integrated oil & gas companies
- Base chemicals and intermediates
- Inorganic chemicals
- Polymers and plastics
- Specialty, fine and performance chemical
- Fertilizers
- Industrial biochemicals/ Biomaterials
- Converters/ Industrial manufacturers/ Brand owners
- Chemical process equipment suppliers
- Technology licensors
- Engineering, Procurement, Construction (EPC)
- Investors/ Financial institutions
- Governments/ Industry associations
- Legal
- Insurance

Why choose IHS?

IHS Chemical has deep experience in advising chemical producers, governments, financial institutions and technology providers operating at any point along the chemical value chain, from commodity to specialty chemicals and renewables.

Together, our team offers what many consultancies cannot, a history dedicated to the chemicals industry and how it integrates with upstream oil, gas and minerals operations and downstream end-use markets. That experience enables us to understand your greatest challenges and work in partnership with you to find the optimum solution.

Qualifications & experience:

This list is not exhaustive and is intended to serve as an introduction to IHS Chemical Consulting's breadth of services offered:

Project Name	Project Description
Buy-side Due Diligence on a Major Regional Petrochemicals Producer	For a private equity firm, IHS performed buy-side commercial and technical due diligence analysis of a major regional gas, NGLs, petrochemicals and rubber producer. IHS' combined teams from Energy, Downstream and Chemicals covered the operations and value chains served by the Target company. Our project teams carried out site visits to assess production facilities, developed market and price outlooks for all of the energy and chemical products of the Target, and reviewed the commercial (cost, price, volume) inputs to the 5-year business plan including maintenance and logistics costs. IHS' report documented the full technical and commercial assessment of the business, risks to the business plan and critical valuation drivers.
Technical Due Diligence	IHS Chemical was retained by an international bank to provide a technical due diligence on the buy side of a Russian petrochemical company's divestment of its fertilizer assets. IHS Chemical visited the sites and attended the Management Presentation to gather operating information and management views. IHS presented its view on the operational state of the assets and prepared a report for the bank and the eventual buyer.
Restructuring of a Chemical Producer	IHS Chemical was retained by a creditor bank to analyze the business and financial situation of a chemical producer on the verge of bankruptcy. IHS Chemical advised the bank, the Client Company, and the bankruptcy court, valued the assets, and commented on financial statements and vendor lists.
Investment / Sell Side Analysis for a Portfolio	For a mid-tier private equity firm, IHS developed an analysis of future US and USGC industrial activity for 2015 through 2020. This work was based on IHS' outlook for energy and chemical supply, demand and capacities, and energy and chemical prices. The project estimated industrial capital and maintenance expenditures, and was also based on IHS' Global Insight outlook for GDP by country and region, and IHS Energy Insight outlook for oil and gas production and prices.
Profit Outlook for a Major Petrochemical Company	For a private equity firm focused on equity and credit investments, IHS developed an outlook for each of its many products, including a SWOT analysis (demand growth, industry consolidation, product substitution, cost competitiveness and technologies), and developed a detailed "bottoms up" operating cash flow model consistent with IHS' energy and chemical price forecasts.

Expert Highlight



Mukta Sharma; Managing Director Transaction Consulting, IHS Chemical

Mukta Sharma serves as a Managing Director for Chemical Consulting business based in our London office.

Mukta has a Masters in Chemical Engineering and over 25 years'

experience in the chemical industry. Within her role, she leads single-client consulting engagements for investment and transaction related projects as well as supporting clients in business performance analysis, market studies, technology and feasibility assessments.

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ABOUT IHS

IHS (NYSE: IHS) is the leading source of information, analytics and expertise in critical areas that shape today's business landscape. Businesses and governments in more than 140 countries around the globe rely on the comprehensive content, expert independent analysis and flexible delivery methods of IHS to make high-impact decisions and develop strategies with speed and confidence. IHS has been in business since 1959 and became a publicly traded company on the New York Stock Exchange in 2005. Headquartered in Englewood, Colorado, USA, IHS is committed to sustainable, profitable growth and employs nearly 9,000 people in 33 countries around the world.