

Case study

Strengthening deal execution via integrated support for a sustainability-focused PE firm

Background



A Singapore-based private equity (PE) firm investing in sustainability opportunities across India and Southeast Asia sought to enhance deal sourcing, evaluation and execution capabilities through dedicated local team support to improve efficiency, coverage and depth of analysis for sustainability investments.

Challenge



- Limited deal team capacity to effectively cover a broad geographic footprint and a growing pipeline across multiple markets
- Lack of local market presence hindering deal sourcing, due diligence execution and stakeholder engagement in India
- Need for robust financial modeling, scenario analysis and investment memo preparation to support decision-making

Our solution



- Integrated dedicated deal team support for sustainability investments, enhancing local presence to facilitate deal negotiation and accelerate deal momentum
- On-ground engagement with target company leadership, sell-side advisors and market intermediaries for effective deal origination and execution
- Comprehensive financial modeling, scenario-based return analysis and sanitized financial model creation
- Stress-testing investments under various market conditions and projecting IRR/MOIC under multiple scenarios and exit strategies
- Preparation of IC memos, including a detailed analysis of investment thesis, risks and returns

Impact



Executed two deals in one year

Through efficient full-cycle transaction support

Enhanced deal momentum and negotiation efficiency

Through established local presence in India

Decision-ready analysis delivery

Through comprehensive financial and strategic insights

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