

# Case study

## Guided \$5 bn+ AUM PE firm on JV strategy

Structuring achieved 8%  
IRR uplift

A consumer sector private equity firm with AUM of \$5 billion+ required a robust JV pitch deck and valuation model as part of its strategy to enter the pet foods industry.

### The client required



- Support to overcome its limited JV structuring expertise, challenges in identifying synergistic partners, and navigate complex multi-regional regulations to ensure timely, growth-driven execution

### Our solution involved



- **Screening a wide set of potential JV targets** and conducting detailed due diligence to identify the most synergistic partnership opportunities
- **Shortlisting a US-based multinational** to support the client's geographic diversification objectives
- **Developing a focused strategic plan**, outlining synergies across the supply chain, customer segments, manufacturing operations, and distribution networks
- **Assessing key regulatory requirements** across regions and proposed mitigation measures for smoother market entry
- **Creating a comprehensive JV pitch deck**, covering governance frameworks, capital structure design, and exit strategy options
- **Building scenario-based financial models**, incorporating outcome variations and IRR sensitivity analyses to guide investment decisions
- **Conducting a cost-benefit analysis of warehousing and logistics** to validate operational feasibility and optimize the JV setup

### The client:



**Generated 8% incremental IRR uplift** through optimized JV structuring, valuation, and exit pathway recommendations



**Achieved alignment with the JV partner**, ensuring long-term value creation, governance, and mutual growth priorities



**Was able to reduce regulatory bottlenecks** via early identification of region-specific compliance requirements and targeted mitigations

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