



A CASE STUDY

# Commercial Due Diligence: Industrial Refrigeration Market

*Competitive Positioning, Organic, and Inorganic Growth Opportunity Assessment*

## CHALLENGE

On behalf of a portfolio company, a private equity client enlisted GLG to help assess the industrial refrigeration market. Key diligence questions included:

- Competitive landscape and the portfolio company's positioning
- Organic and inorganic top growth areas

## THE GLG APPROACH

GLG assembled an engagement team led by a former senior consultant from a top-tier firm, along with a seasoned executive in the industrial refrigeration space who served as an advisor.

During the four-week effort, the GLG team:

- Facilitated 21 interviews with customers and industry participants
- Reviewed and synthesized internal data files and secondary market data

## OUTCOME

GLG's team helped synthesize the findings into a 75-page report that included a detailed assessment of the refrigeration market, value chain overview, competitive landscape and company perceptions, and top growth opportunities.

## FEATURED PRODUCTS



GLG Integrated Insights



GLG Calls

## Why GLG?

### Unique Engagement Model

Using GLG's engagement model, our client gained access to an industry veteran advisor. This accelerated the "get-smart" phase of diligence and ensured final insights were nuanced with first-hand expertise.

### Targeted Scope, Precise Methodology

GLG partnered with our client to pinpoint the critical investment thesis questions, designed a research approach consisting of 21 expert calls, and helped deliver a 75-page report on key findings.

[Learn more](#)

As the world's insight network, GLG connects clients to the subject-matter experts who can provide real-world insights to make informed decisions. Our team of professionals work with you to create a tailored approach that identifies, assesses, and answers your questions on your timeline. We bring the power of insight to every great professional decision

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