



SPOTLIGHT



# Evaluating Klöckner Pentaplast's Credit Risk

*Navigating Investment Into An Energy-Intensive Industry During the Russia-Ukraine Conflict*

## CHALLENGE

Before making an investment decision, a credit firm needed to understand how recent inflation is impacting the business of the UK-headquartered packaging company Klöckner Pentaplast. The increased cost of energy and materials derived from oil, used in most of the company's products, cut into Klöckner's net revenue.

## THE GLG APPROACH

The insights from GLG's Network Members with expertise in relevant fields informed a multifaceted research project. The project included a teleconference on the latest performance analysis and outlook on Klöckner Pentaplast, which was run by a former Managing Director at a main competitor, phone calls with former C-level employees and competitors, and two phone consultations with a leading covenant lawyer to develop a deeper understanding of the covenants governing the deal.

## OUTCOME

Following the consultations, the GLG expert produced bespoke reports focusing on the value chain, procurement process, and raw material pricing outlook.

GLG's unique combination of research methodologies helped the client confidently made an investment decision.

## FEATURED PRODUCTS



GLG Calls



GLG Integrated Insights



GLG Events



GLG Qualitative

[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.

The information provided in this marketing material is for informational purposes only. The information is not offered as advice on a particular matter and should not be relied on as such. GLG® and the GLG logos are trademarks of Gerson Lehrman Group, Inc. ©2022 Gerson Lehrman Group, Inc. All rights reserved.

**GLG's combined capabilities and research methodologies helped the client uncover insights into the energy-intensive industries exposed to the impacts of the Russia-Ukraine conflict.**

## Why GLG?

GLG delivered insights needed to make an investment decision in a highly challenging trading environment

### Project Scope

- Multiple expert 1:1 calls
- Covenant analysis interpretation support
- Teleconference on company outlook
- Written reports focusing on value chain and raw material pricing