

MYCOTOXIN DETOXIFIER DUE DILIGENCE

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STRATEGIES TO GROW YOUR BUSINESS

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In this case study, a private equity firm engaged CPL Business Consultants to conduct technical diligence on an animal feed additives company specialising in mycotoxin detoxifiers. CPL conducted a comprehensive assessment of products and their positioning, the companies R&D capabilities, IP and research pipeline. CPL's report focussed on whether the company had a sustainable competitive advantage from a technical and innovation perspective and on potential risks and red flags. The client was able to make an informed decision on how to proceed in the process.

CPL conducted technical due diligence on a potential acquisition target producing animal feed additives, particularly mycotoxin detoxifiers. This included evaluating the impact of the expiration of a patent held by the target company.

Firstly, CPL reviewed the candidate's portfolio of products, which included evaluating its market positioning and ability to capitalise on current trends and drivers in animal nutrition. CPL also investigated the candidate's R&D capabilities, including the product pipeline detailed evaluations of product trials data.

CPL then investigated the potential impacts of a product patent expiring by evaluating its importance and possible actions that competitors might take.

Furthermore, CPL interviewed the R&D and technical team in the company, gathering valuable information to support the other research carried out. This provided further insights into the company's current products, pipeline and marketing strategy.

An outline of the report is provided on the following page.

MYCOTOXIN DETOXIFIER DUE DILIGENCE

Introduction

- Feed Additives in the Context of Animal Health and Nutrition
- Regulatory Classifications of Products in Portfolio
- Product Classification by Additive Type
- Functional, Performance and Animal Welfare Benefits
- Current Trends in Animal Nutrition and Feed Additives

Portfolio Review

- Technical Details of Mycotoxin Detoxifiers and other Products
- Innovation and Product Claims
- Regulatory Approvals Obtained
- Competitive Positioning of Products
- Comparison with Competing Mycotoxin Detoxifier Products

R&D Review

- Research and Development Team
- R&D Facilities
- External R&D Collaborations
- Trials Data Evaluation and Benchmarking
- Pipeline Review
- Patents and other IP

Regulatory Review

- Relevant Feed Additive Regulations by Market
- Authorisation Processes for Mycotoxin Detoxifiers and other Products
- Recent Regulatory Challenges and Drivers

ADDITIONAL PROJECTS

In addition to this Mycotoxin Detoxifier Due Diligence project, CPL has worked on other projects as experts in Animal Feed and Due Diligence e.g. [Animal Feed Additives Company Due Diligence](#), [Compound Animal Feed, Additives and Premix Due Diligence](#), and [Feed Additives and Diagnostics Due Diligence](#). For another project in mycotoxin management and detoxification products, see our project on [Mineral Feed Additives for Mycotoxin Management](#). Have a look at our [PowerPoint Introduction](#) and Brochure describing deliverables, differentiators and case studies. You can also review [eight case studies](#).