

RARE SUGARS FINE CHEMICALS ACQUISITIONS

STRATEGIES TO GROW YOUR BUSINESS

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In this case study, an international ingredients company engaged CPL Consultants to formulate a growth strategy and find suitable acquisitions in rare sugars and carbohydrate fine chemicals.

The objectives of this project were first to describe the carbohydrate chemicals sector (e.g. rare sugars) within fine chemicals; and, secondly, to identify companies that might be acquisition candidates within this business.

One possible route for the client to grow more rapidly and with less exposure to the risk of failure of novel drugs would be to acquire a company with a range of products and customers that were complementary to those of the client.

Data were obtained from public and private sources supplemented by direct contacts with companies and knowledgeable individuals.

In each market sector, we assessed the volume and value, split by product, technology, target sector or geography, and trends. CPL obtained a range of estimates, which varied according to the definitions used in the chemicals industry. Rarely did two observers use the same term for the same thing.

Following this, a number of companies in the carbohydrate chemicals business were identified and a preliminary evaluation was conducted by a non-parametric method.

Click here for a PDF of [the contents of the study](#) or look below for an outline.

RARE SUGARS AND FINE CHEMICALS ACQUISITIONS

Executive Summary

- Objective
- Background
- Method
- Principal Findings
 - Chemicals
 - Fine Chemical Carbohydrates (e.g. Rare Sugars)
 - Companies in the Carbohydrate Chemical Business
- Conclusions
 - Carbohydrate Fine Chemicals (e.g. Rare Sugars)
 - Potential Acquisition Targets
 - Advantages
- Recommendations

Chemicals Market Characterisation

- Overview
- Market Size And Trends
- Market Drivers
- Chemicals End Users
- Market Sub-Sectors
- Market Players

Fine Chemicals Market Characterisation

- Overview
- Definition of Fine Chemicals
- Market Size and Trends
- Market Drivers
- End Users
- Sub-Sectors
- Players

Carbohydrate Companies Market Characterisation

- Carbohydrate Fine Chemicals and Rare Sugars
- Market Size and Trends
- Market Drivers
- Market Sub Sectors
- Market Players & Contact Reports

Fine Chemicals in the Sugar/Starch industry

Tables

- Chemical Sectors
- Global Top-10 by Chemical Sales
- Fine Chemical Market by Activity
- Biotechnology Contract Manufacturing Market
- Segmentation of Global Biotechnology
- Capacities in Biotechnology Custom Manufacturing (Litres)
- Top 10 Carbohydrate Chemical Companies
- Ranking European Players
- Company Sub Sectors
- Carbohydrate Companies
- Consolidated Balance Sheet (\$k)
- The Four Largest Shareholders
- Condensed Consolidated Balance Sheets (\$k)

Figures

- Non Parametric Analysis of Candidates
- Attractiveness vs Value of Potential Acquisition
- Top 15 Companies
- Overview of the Chemical industry
- % Market Share for Chemical Companies Divided Geographically
- Customers of Chemical Products by industry
- The Chemical industry by End User
- Market Share of Top 10 Players in the Chemical Market
- Chemicals Breakdown by Target Sectors
- Breakdown of Fine Chemicals by Type
- Global Carbohydrate Chemical Market by Activity
- End Users of Carbohydrate Chemicals
- Geographical Representation of Carbohydrate Companies
- Sub Sectors in the Carbohydrate Business
- Products offered by Carbohydrate Companies
- Overlap with Company
- Company Services
- Company Positioning in Clinical Trials

Please look at our [PowerPoint Introduction](#) and Brochure describing deliverables, differentiators and case studies. [Eight case studies](#) can also be reviewed.