

TargetCo | VP request

Context

You are supporting an investment-banking team considering a potential sell-side mandate for Aurelium Packaging Solutions S.A.S. The supplied TargetCo profile is the authoritative source for this exercise.

Assignment

You are supporting the VP on a potential sell-side mandate for TargetCo. Before valuation work begins, prepare a one-page first-pass target-study note using only the supplied materials.

1. Characterize TargetCo's business model and positioning (e.g., what it sells, to whom,...).
2. Interpret the 2022A–2025A operating trajectory, explaining how disclosed volume and price/mix contributions to revenue growth, utilization and reported EBITDA margin interact.
3. Identify around a couple of most important tensions in their operating story.
4. Rank three questions that must be answered before the team can rely on the profile for valuation (of course, why each question matters?).

Stick to this: do not perform a valuation or others.

Working conditions Same materials. Same time allowance. No external company research is required.