Nutraceutical

Case Study

Forsyth Advisors was engaged by the Private Equity sponsor of a $200M nutraceutical brand to conduct due diligence on cost savings opportunities. Forsyth came back with $3M in high confidence savings and was engaged to deliver these savings; savings integral to the sponsor's investment thesis.

$3M was realized within the first 100 days of the engagement along with a new estimate of $15M+ in high confidence savings.

The engagement resulted in over $15M EBITDA improvements in ingredients, packaging, freight, and quality. Overall material percentage of COGS were reduced from mid-70s to mid-50s.

From diligence to divestiture, Forsyth's efforts were instrumental in a 5x return on company investment.

Outcome

$15.6 Million

EBITDA Improvement

25%+ Direct Savings

Reduced COGS