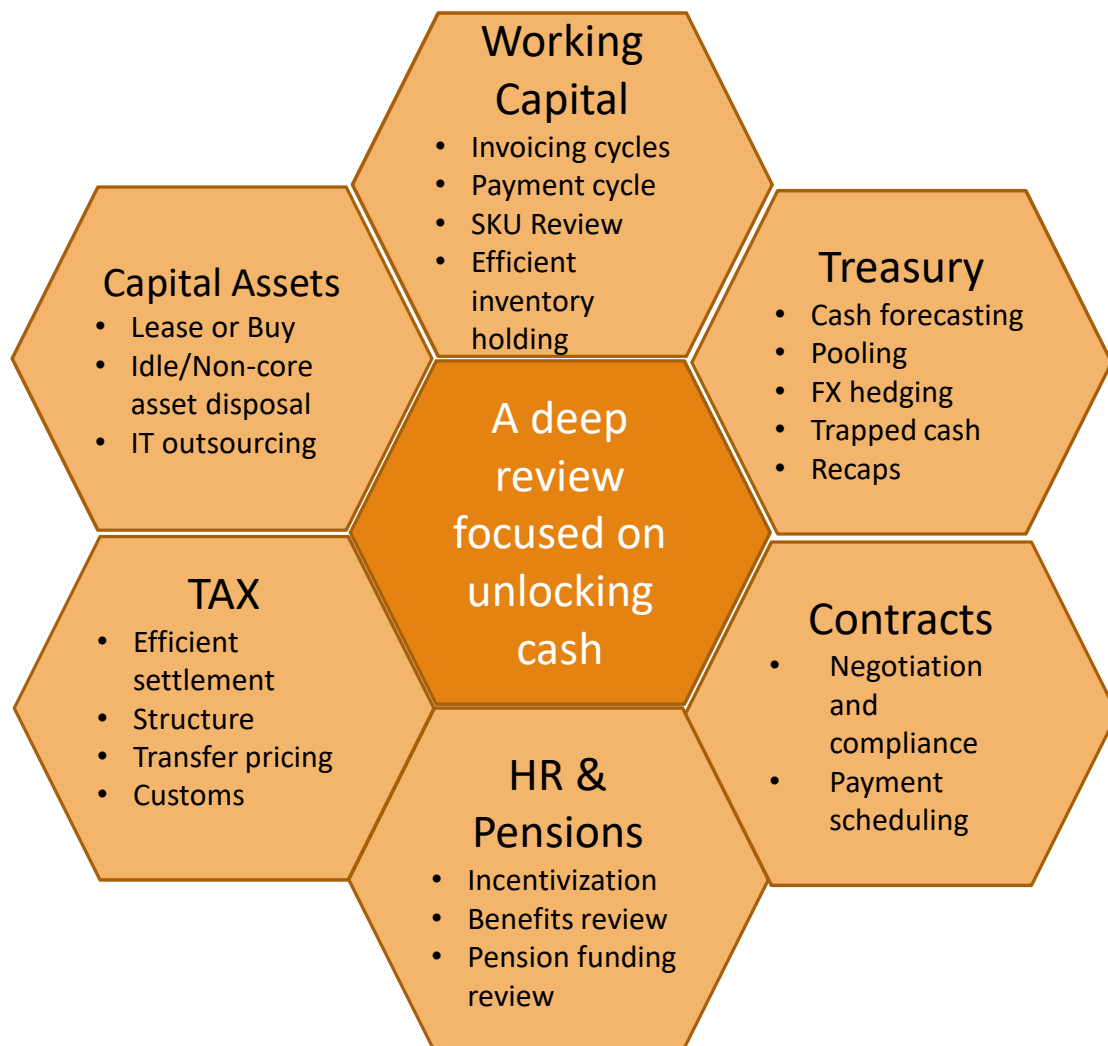




## Cash Efficiency

Stakeholders value your business by the cash you provide them. Cash is generated by profitable and efficiently run operations, but the extent and the timing that cash can be made available to stakeholders depends on the efficiency of cash management across a broad range of areas. Value can be lost by locking up cash in inefficient practices from working capital management, treasury and tax, to how it is applied to capital purchases, fulfilment of obligations and application to funding of HR promises. Our approach to cash efficiency enables you to create value, by a deep review of cash application within the business enabling maximization of free cash available for distribution.





## How we can help

Crossborder PMI Advisors focuses on cash efficiency throughout the PMI process, enabling you to deliver the maximum value from your investment. In addition our Cash Efficiency Review can be applied immediately post deal to accelerate the release of cash and delivery the quick returns, or equally be undertaken at any time during the investment holding process to unlock the full potential.

We follow a three phase approach beginning with a diagnostic including deep analysis. This is followed by joint planning, and then execution with the embedding of technological solutions to support the improved environment.

Phase	Key activities	Benefits
<b>Phase 1: Diagnostic</b>	<ul style="list-style-type: none"><li>• <b>Initial meetings</b> with key management to discuss principal cash levers</li><li>• <b>Benchmarking analysis</b> for quick identification of potential opportunities</li><li>• Initial consideration of <b>key areas of opportunity</b> in short and long term</li><li>• <b>Presentation of findings</b> on all potential opportunities</li></ul>	<ul style="list-style-type: none"><li>• Opportunity to meet face to face with the team, <b>discussing expectations and output</b></li><li>• Assessment of client's position against competitors to provide a <b>comparison for progress</b></li><li>• Identification of <b>areas which will have the greatest impact</b>, short and long term</li><li>• <b>Assistance with client's decision process</b> on which opportunities to take action on first</li></ul>
<b>Phase 2: Design</b>	<ul style="list-style-type: none"><li>• <b>Onsite testing and detailed review</b> of each cash lever including additional interviews and workshops</li><li>• Detailed understanding of issues &amp; working with client to <b>design a solution</b></li><li>• <b>Opportunity confirmation</b> through validation and refining opportunities for each part of the business</li><li>• Regular <b>steering committee groups</b>, agree progress and improvement targets</li><li>• Output includes <b>defined and agreed improvement targets and specific detailed action plans</b></li></ul>	<ul style="list-style-type: none"><li>• Ability to <b>test our hypotheses</b> and initial opportunities directly with local management</li><li>• <b>Working together to provide the solution</b> to improve success of implementation and sustainability of the process</li><li>• <b>Improvement targets agreed</b> with local management / process owners, ensuring realistic targets</li><li>• Ensure <b>efficiency of the process and objectives are being met</b></li></ul>
<b>Phase 3: Realization and Support</b>	<ul style="list-style-type: none"><li>• Assisting in the <b>implementation of initiatives</b> from Phase 1 and Phase 2</li><li>• <b>Training and working alongside management</b> to drive change</li></ul>	<ul style="list-style-type: none"><li>• We <b>drive sustainable cash flow improvement</b></li><li>• We work with the client to <b>deliver the numbers</b> from Phase 1 and 2</li></ul>

For further information or RFP, please contact us at: [info@xbpmi.jp](mailto:info@xbpmi.jp)

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