



CROSSBORDER  
PMI ADVISORS

## Your Gateway to the World



Introduction and Overview





## An Introduction....Who we are

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- An independent consultancy dedicated to advising on cross-border M&A and PMI
- Lead by Philip Blythe, a former partner at a big 4 accounting firm and founder of that companies M&A and PMI practice
- Almost 30 years of cross-border experience across multiple industries
- Acts in a position as senior advisor, and collaborates with and coordinates other advisors on the project
- Extensive network both domestically and internationally
- Specialist in intercultural advisory and cross-border work-shop facilitation
- Comprehensive corporate training portfolio



## Our Mission

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**“To help clients succeed in cross-border M&A”**

- Do the right Deal
- Pay the right Price
- Manage the Investment
  - Realize Synergies
  - Reduce Risk by Governance and Controls
  - Manage People Across Cultures
  - Leadership



## Illustrative Services (1/2)

Intercultural Advisory Services	<ul style="list-style-type: none"><li>• Cultural workshops</li><li>• Cultural questionnaire and difference analysis</li><li>• Expatriate coaching</li></ul>	<ul style="list-style-type: none"><li>• Key meeting facilitation</li><li>• Culture impact validation</li><li>• Ad-hoc culture coaching and hotline</li></ul>
C-Suite Advisor and Corporate Training	<ul style="list-style-type: none"><li>• External Director Support</li><li>• Executive Coaching</li><li>• Cross-Border Hotline</li></ul>	<ul style="list-style-type: none"><li>• Corporate Training</li><li>• M&amp;A Playbooks</li></ul>
Integration Set up and Roll-out	<ul style="list-style-type: none"><li>• Integration Blueprint</li><li>• Team Charter development</li><li>• Project management tools</li></ul>	<ul style="list-style-type: none"><li>• Kick-off facilitation</li><li>• Ongoing project management</li><li>• Steering Committee and PMO advisor</li></ul>
Communications, People and Organization	<ul style="list-style-type: none"><li>• Communication planning</li><li>• Communication design</li><li>• Key person interview</li></ul>	<ul style="list-style-type: none"><li>• Retention Advice</li><li>• Organization design</li><li>• Global management</li></ul>
Day-one Readiness	<ul style="list-style-type: none"><li>• Day-one planning workshop</li><li>• Day-one execution</li><li>• Transitional Service Agreements</li></ul>	<ul style="list-style-type: none"><li>• Day-one administration outsourcing</li><li>• Clean room agent</li></ul>



## Illustrative Services (2/2)

Governance, Reporting and Risk Reduction	<ul style="list-style-type: none"><li>• Governance due diligence</li><li>• Post deal compliance assessment</li><li>• Corrupt practice due diligence</li></ul>	<ul style="list-style-type: none"><li>• Governance Design</li><li>• Financial and management reporting</li><li>• SOX and Internal Controls</li></ul>
Strategy and Synergy	<ul style="list-style-type: none"><li>• Strategy execution assessment</li><li>• Synergy Validation</li></ul>	<ul style="list-style-type: none"><li>• Business case analysis</li><li>• Synergy mapping</li></ul>
Operational Improvement	<ul style="list-style-type: none"><li>• Operational workshops</li><li>• Benchmarking and analytics</li><li>• Global footprint analysis</li></ul>	<ul style="list-style-type: none"><li>• Portfolio review</li><li>• Working capital and treasury</li><li>• Value chain transformation</li></ul>
Carve-out Services	<ul style="list-style-type: none"><li>• Buyside Carve-out assessment</li><li>• Sellside carve-out assessment</li></ul>	<ul style="list-style-type: none"><li>• Target Operating Model Design</li><li>• Proforma financial statements</li><li>• Transitional Service Agreements</li></ul>
Joint Venture and Strategic Alliances	<ul style="list-style-type: none"><li>• JV/Alliance definition workshops</li><li>• JV/Alliance creation advice</li></ul>	<ul style="list-style-type: none"><li>• JV/Alliance Agreements</li><li>• JV/Alliance Business Planning and measurement</li></ul>



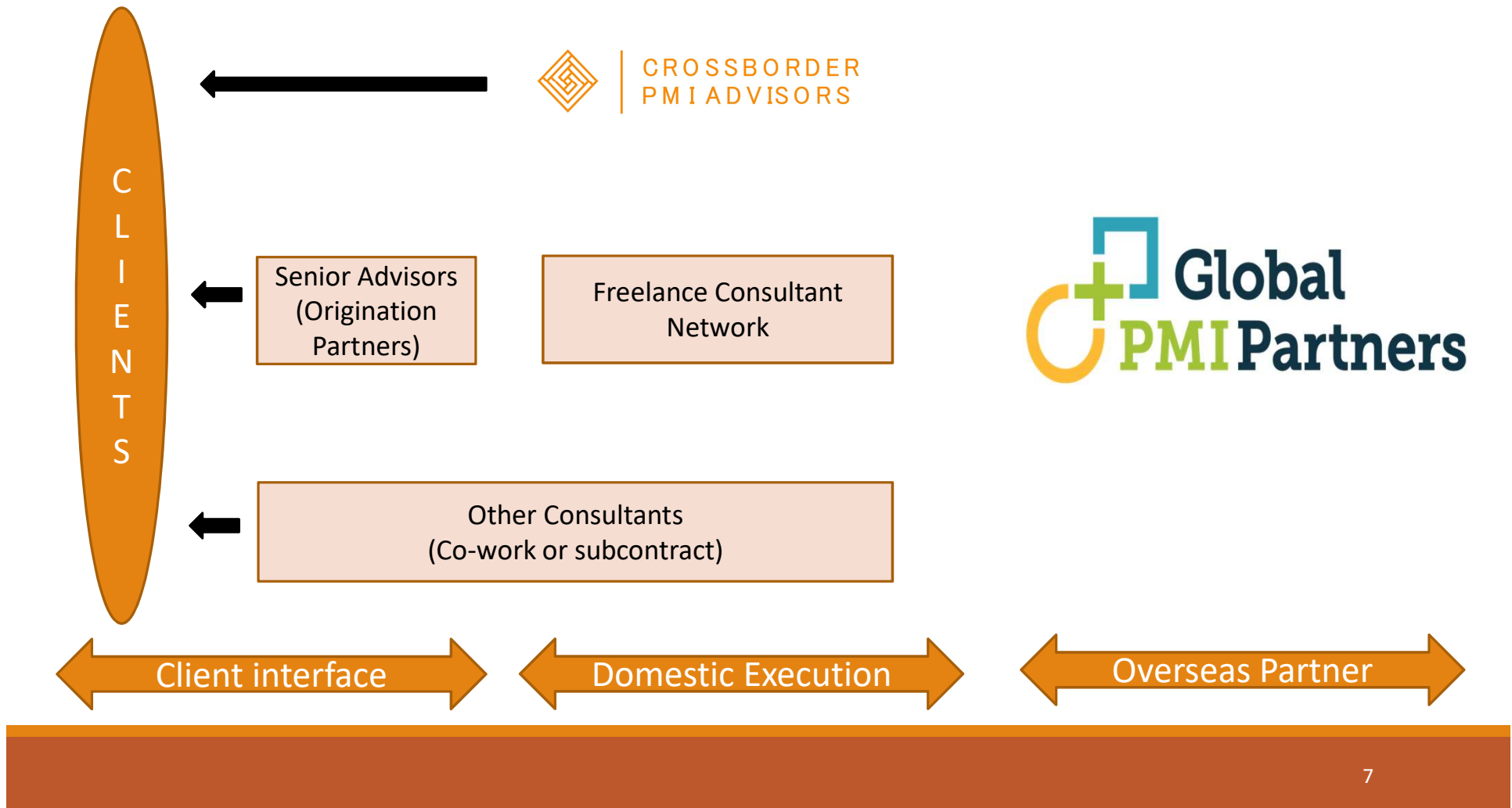
## Our Value Proposition : Your ROAD to Success

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## Our End to End Operating Model



# Overview of our global partner: Global PMI Partners

GPMIP was setup to deliver M&A consulting in an alternative model, and have grown fast because by delivering consulting differently

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2009

Established GPMIP as a network of independent PMI experts with experience across 200+ integration and carve-out projects



2013

Evolved GPMIP as an international company by combining independent local firms and investing in our growth



2018

11 Partners in 9 countries supported by a large associate network of M&A experts around the world





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