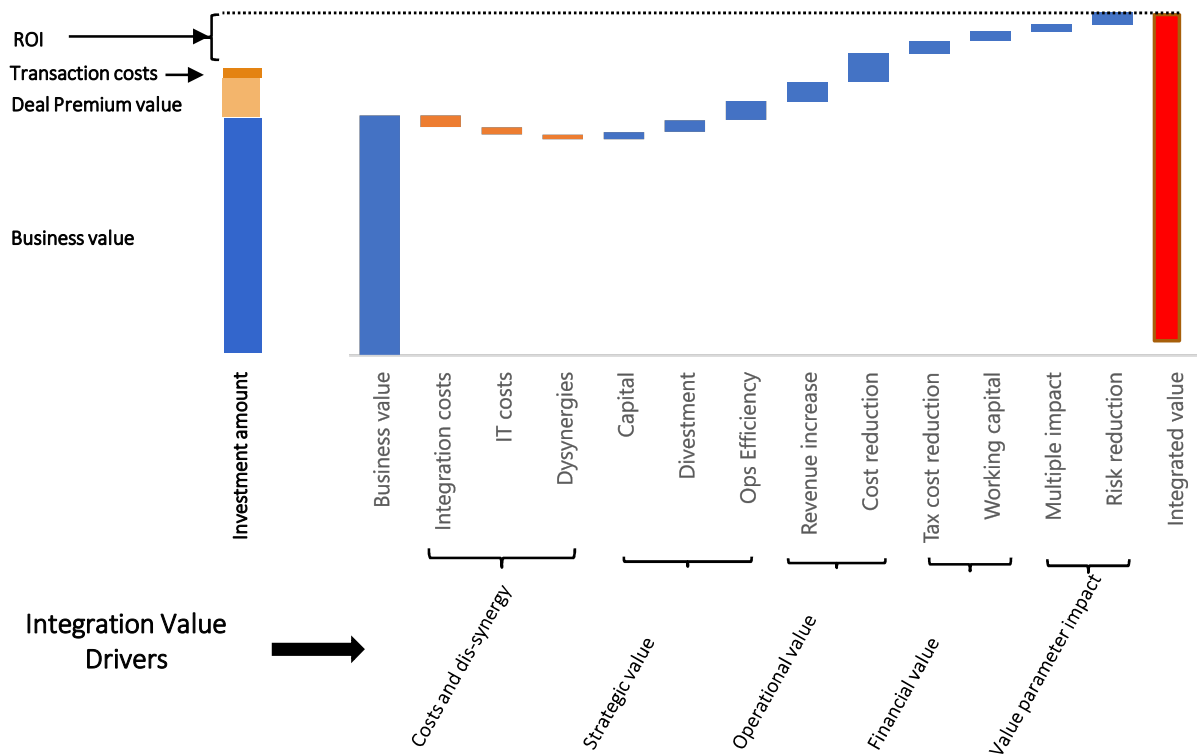




Value Capture and Operational Improvement

Your return on M&A investment, and the success of your deal, depends on the value you capture during the integration process. Value capture is also the driver for continuous operational improvement initiatives. Crossborder PMI Advisors is your Engineer of Value



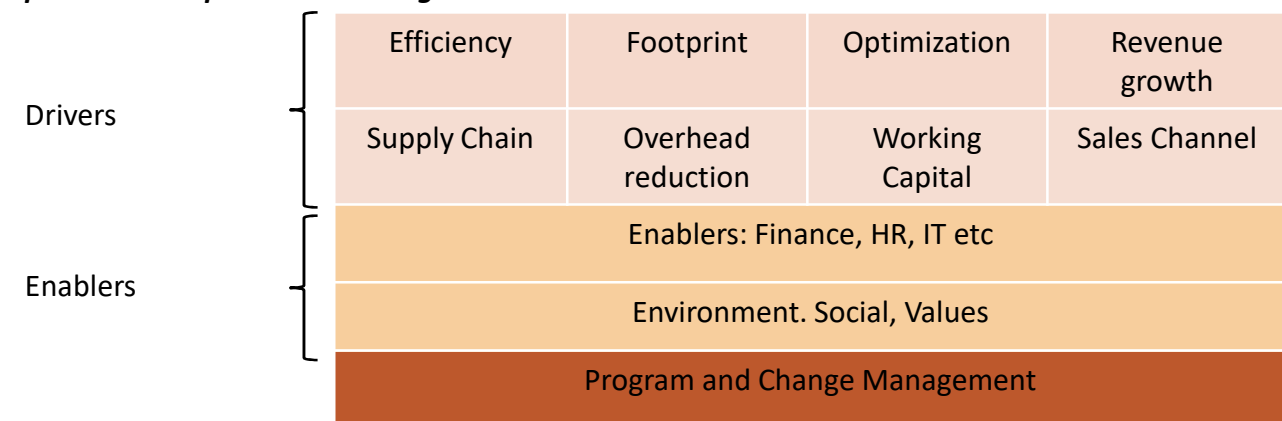
Four sources of value

Source	Description
Strategic	Strategy value can be found in considering your capital structure, lease vs buy decisions, portfolio rationalization and potential divestment or closure at business unit, sector, product or market level.
Operational	Value gained through operational improvement through initiatives to increase revenue, reduce supply chain or overhead costs, and commercial optimization to maximize returns
Financial	Value effects of cash flow improvement from working capital, treasury, and also reduction of direct and indirect tax through structuring, transfer price review or value chain transformation.
Parameter	Your value also depends on how you are seen in the market, and value uplifts can be gained through your other value capture initiatives through higher multiples or reduced risk positions

Operational Improvement

A synergy can be considered as an operational improvement arising from opportunities created by a deal. In the absence of M&A, the same drivers form the basis for operational improvement or business turnaround. These drivers come from adopting best practice to drive efficiency, optimizing facility footprint, supply chain, and practice, optimizing product portfolio and business practice, revenue and channel improvement, cost and cash flow streamlining. Improvements are facilitated by enabling functions, and executed by robust change management

Operational improvement at a glance



How we can help

Crossborder PMI Advisors Engineers Value for its clients, by leading them through a facilitated value creation workshop, and in depth analytics benchmarking against peer groups, modelling through optimization, and considering a “clean slate” operating model. These include:

- Capital structures
- Portfolio analytics
- Benchmarking
- Footprint and value chain modelling
- Operating model workshops
- Cash efficiency and treasury reviews
- Revenue strategy and channel design
- Risk mitigation planning

For further information or RFP, please contact us at: info@xbpmi.jp

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