



# Operational Due Diligence & Implementation

A&M's Asia's Performance Improvement team provides high quality operational due diligence and post-acquisition implementation / performance improvement to private equity funds, corporate and global clients throughout the full lifecycle of an organization.

**Our team is comprised largely of senior operators (e.g., former C-level and management level personnel) with extensive hands on functional and sector expertise, delivering a tailored and practical approach to clients.**

- Unrestricted by audit-based conflicts of interest, we focus on aligning interests across all stakeholders, including the local team, management and shareholders, and also external parties such as suppliers, customers, banks, helping to drive business performance and value creation.
- Post deal, we mobilize local management and team to tackle the problem together, and support those resources to implement the solutions. Taking a holistic approach to problem solving, we dive in and work together with frontline staff to better understand the issues, then pull up to summarize and solve the problems with a higher level perspective and in a sustainable way.

## Our approach to operational due diligence:



### Acquisition phase:

#### Activities

- Internal and external benchmarking
- Management interviews
- Data analysis focused on prioritized areas, including:
  - Quantify benefits
  - Develop draft implementation plan

#### Key outcomes

- Integrated assessment of operations
- Areas for operational improvement
- Quantified potential EBITDA impact and one-off costs
- Roadmap for implementing changes



### Implementation phase:

#### Activities

- Refine outcome of due diligence
- Take immediate action on quick wins
- Pilot major initiatives
- Oversee progress and refine strategy / action plan (as needed)
- Provide interim leader / management assistance (as needed)
- Establish Project Management Office
- Implement and execute recommendations
- Integrate operational plans into budget
- Track results
- Transfer ownership & knowledge to Company personnel

#### Key outcomes

- Rapid execution of Operational improvement plan
- Integration of improvement plan into financials
- Leadership and accountability to deliver forecasted benefits