

A&M's India Transaction Advisory Group

Operational Due Diligence

ALVAREZ & MARSAL



Operational Due Diligence: Key Drivers

A&M evaluates Target's turnaround capability, ability to execute business plans as well as identifies margin improvement opportunities

Identify EBITDA, cash and working capital improvement opportunities



IDENTIFY SAVINGS

*Operating leverage
Procurement spend
Supply chain/ logistics costs
Working Capital Cycle – especially Inventory Management*

Review operational performance and processes to highlight risks and develop mitigation plans



IDENTIFY GAPS

*Manufacturing/ service processes & systems across the value chain
Key performance levers by sector and historical operational performance
Organizational capability and gaps*

Evaluate target's ability to turnaround and execute business plans

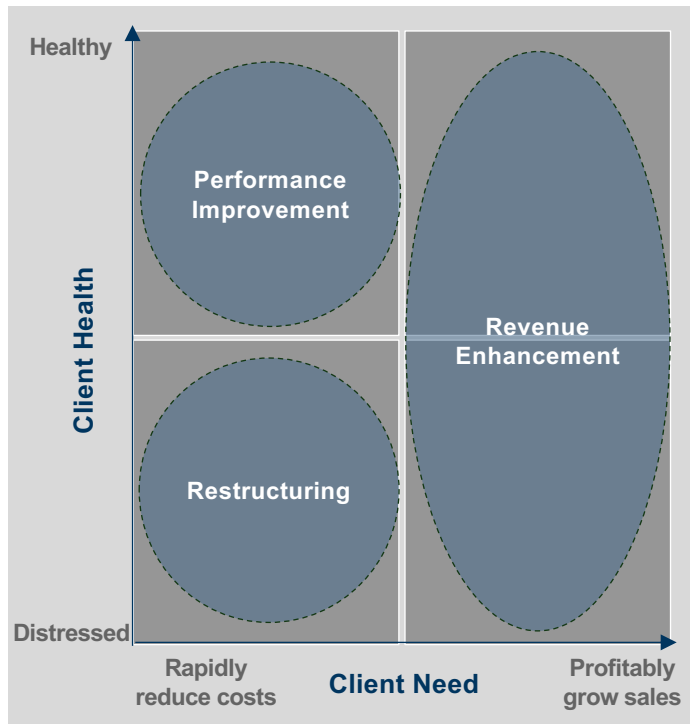


STRESS TEST

Business plans, Supplier/ vendor ecosystem growth plans, Key Management Personnel Capabilities and Capex Investments planned

Operational Due Diligence


A&M's operational heritage and depth of senior resources allows us to rapidly diagnose and execute practical solutions in complex business environments



A&M EDGE

- An **operator mindset** - mobilization of deep industry experts with relevant operating and consulting backgrounds to enable **our practical design with implementation focus**
- We are **candid and independent** in our assessment
- **Alternate perspectives** – including varying degrees of turning up the dial as we assess your situation
- **Change management** – Understanding of operator challenges related to organization, people and factors that may fail such initiatives
- Accountability for results and a **bias for action** in everything we do
- Our differentiation - **significant senior time on implementation projects**

Comprehensive range of offerings to serve various client situations and needs

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