

Private Equity Operational Due Diligence + Value Creation

IDENTIFY GREATER VALUE. REALISE IT FASTER.

Private equity due diligence must go beyond quickly evaluating operational and supply chain risk. It needs to pave the way to rapidly optimising processes and realising full potential. Our private equity operations consulting work puts you in the best position to uncover synergies and savings opportunities that lower your internal deal multiple and reduce your risk.

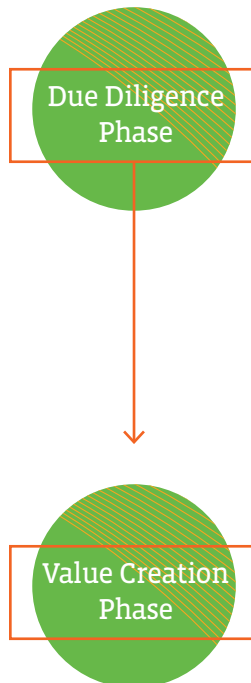


TBM is a global operations and supply chain consulting firm with a private equity operational due diligence practice that specialises in helping middle market PE clients and their portfolio companies accelerate value creation, mitigate risk and realise the full potential of a deal faster.

THE EXPERTS IN MIDDLE MARKET PRIVATE EQUITY

- TBM specialises in serving private equity firms and their portfolio companies
- We focus primarily on the middle market sector
- We provide a low-cost entry point that is scalable to support organisations of any size

Trusted Support for Critical Private Equity Investment Phases



TBM provides rapid, onsite operational due diligence both before and after a Letter of Intent is signed. To help operating partners better understand the full potential of a deal, we offer:

- Deal book reviews
- Organisational review and leadership assessments
- Data room analysis
- Operational and supply chain reviews
- Spend/procurement analysis
- Value creation opportunity (rough cut and full potential)
- Integration planning

We help you drive improvements during the first 12-18 months of an acquisition to optimise value creation in private equity. Our private equity consultants focus on creating operations speed and flexibility, specifically helping you with:

- Establishing and executing the value creation plan
- Implementation of 100-day integration plans
- Management system implementation
- Integration support for strategic and add-on acquisitions
- Interim operational leadership, coaching, and mentoring
- Rapid lean transformation and targeted improvements

**NUTRACEUTICAL MANUFACTURER
WITH PRIVATE EQUITY OWNERSHIP
5x Value Creation in 2 Years**

- Onboarded world-class management team and implemented a lean management system to promote value creation and re-energise the culture
- Reduced operating costs by \$1.5 million in 12 months and working capital requirements by \$5 million
- Supported two complimentary acquisitions before selling at 5x the original stock price two years after the initial investment

**MIDDLE MARKET
PRIVATE EQUITY FIRM
Due Diligence & Value
Creation During a 44-Month
Holding Period**

- Identified and implemented numerous value creation opportunities for the original purchase and add-on acquisition mid-way through the holding period
- Implemented daily management system, reduced set-up times, and revamped maintenance to realise projected gains
- Contributed to organic EBITDA growth of over 40%

About TBM Consulting Group

TBM, the leader in end-to-end business process transformation, serves manufacturers, distributors, and field service organisations on 4 continents in 9 languages.

- 150+ seasoned operations consultants each averaging 25+ years of experience
- Proven track record of immediate operational results in thousands of organisations

Industries Served

- Industrial products
- Fast moving consumer products
- Packaging
- Durable goods
- Building products
- Large equipment/machinery
- Railways & transportation
- Electronics
- Food & beverage
- Medical products/pharma
- Textile/garment
- Construction
- Mining
- Field-service operations

We work with middle market private equity firms across the globe, including:



SPEED WINS EVERY TIME

TBM specialises in operations and supply chain consulting for manufacturers and distributors. We push the pedal down in your operations to make you more agile and help you accelerate business performance 3-5x faster than your peers.

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