

SOLUTION

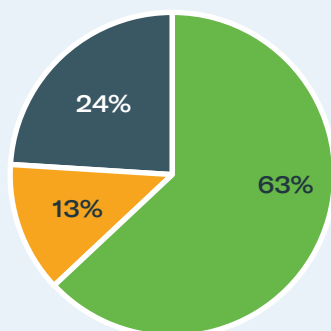
# Private Equity Operational Due Diligence + Value Creation

Identify Greater Value. Realise It Faster.

## The Experts in Middle Market Private Equity

- 20+ years of middle market private equity expertise
- 100+ private equity firms served
- 700+ portfolio company facilities improved
- >\$1B in EBITDA identified since 2017
- Low cost entry-point with a scalable service model

## PortCo Size Breakdown (by Revenue)



- \$300MM or less
- \$300M to \$1 Billion
- \$1 Billion Plus

## Trusted Support for Critical Private Equity Investment Phases



### Pre-Deal Operational Due Diligence

TBM helps private equity firms size up the full potential of a deal and assess operating risks through:

- Investment thesis review
- Data review, analysis, and site observations
- Assessment of six critical dimensions: leadership, asset condition, lean maturity, management system, sales and operational planning, and quality
- Report with experiential insights, validation of PE firm premise, current state and risk assessment, and quantification of value creation themes



### Post-Deal Phases of Value Creation

TBM works at the point of impact to optimise your holding period, accelerating value creation from day one:

- Deep dive diagnostic assessment resulting in quantifiable improvement opportunities, a detailed value creation roadmap, and a TBM-led go-forward implementation plan
- Hands-on implementation support including launching a management system and embedding strategic leadership resources to coach, mentor, and accelerate improvements
- Exit preparation including a sell-side operational readiness assessment, support to maximise EBITDA enhancements, and removal of operational roadblocks to the sales process

## Private Equity Results

### INDUSTRIAL HVAC PRODUCTS

#### 500 Basis Points in EBITDA Impact in < 12 Months

- \$13M in workable improvements worth \$90M+ in value—enabling firm to stay on track for a planned exit within 12 months
- 130 areas of savings across 4 sites including VA/VE projects worth \$7M+
- 61 OpEx improvements worth \$6M

### ONLINE CAR SELLER

#### \$50M in Contribution Margin in Advance of IPO

- Doubled output with existing equipment base in less than 1 year to support steep ramp
- Decreased labour cost/unit by 30%
- Reduced end-to-end reconditioning lead time by 75% from 21 days to 5
- Built playbook to scale business beyond single location
- Created new facility design to help double daily output

### CONSUMER GRILLING PRODUCTS

#### \$5M in Cost Savings in < 3 Months = \$30M in Value

- Gained \$5M in contribution margin in 3 months via increased output and cost/unit improvement
- Doubled weekly output through labour and packaging productivity, equipment maintenance best practises, and quality improvements
- Engaged workforce and created labour management best practises for recruiting, hiring, and onboarding, reducing turnover 70%

## About TBM Consulting Group

TBM, the leader in end-to-end business process transformation, is a global operations and supply chain consulting firm with a proven track record of immediate operational results in thousands of manufacturers, distributors, and field service organisations around the world.

- 150 seasoned operations consultants
- Serving clients on 4 continents in 9 languages
- 25+ years average experience in C-suite, operations, or continuous improvement leadership roles per senior management consultant

## Industries Served

TBM, the leader in end-to-end business process transformation, is a global operations and supply chain consulting firm with a proven track record of immediate operational results in thousands of manufacturers, distributors, and field service organisations around the world.

- 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

TBM works with middle market focused 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.

