

SOLUTION

Private Equity Operational Due Diligence + Value Creation

Identify Greater Value. Realize It Faster.

Experts in Private Equity

- 25+ years of private equity experience
- 150+ private equity firms served
- 300+ portfolio companies supported
- \$2B+ in EBITDA benefits identified in the last 5 years
- Our structure and approach are nimble and scalable to support a wide range of portfolio companies

2023 Highlights

- Private Equity Sector represented more than 50% of TBM's overall business activity
- Serviced 45 Private Equity Clients and 65 Portfolio Companies
- Conducted 24 Operational Due Diligence and achieved 100+ Value Creation initiatives, impacting
- EBITDA improvements in:
 - A wide variety of industries including industrial, consumer, and service businesses
 - Several multinational/multicontinental businesses
- Dedicated team support provided for both Due Diligence and ongoing Portfolio Company analysis, driving operational efficiency and EBITDA performance improvements

Trusted Support for Critical Private Equity Investment Phases



Pre-Deal Operational Due Diligence

Size up full deal potential.

Report with risk assessment and identification & quantification of value creation themes:

- Investment thesis review & scope of examination
- Data & document review
- On-site visit observations & data collection
- Report with experiential insights, validation of PE firm premise, current state & risk assessment and identification & quantification of value creation themes



Post-Deal Phases of Value Creation

Optimize your holding period.

- Deep-dive diagnostic assessments
- Quantification of improvement opportunities
- Detailed value creation roadmap and go-forward plan
- EBITDA enhancement maximization
- Hands-on implementation support at the point of impact
- Embedded strategic leadership resources
- Exit preparation
- Sell-side operational readiness assessment

Private Equity Results

MIDDLE MARKET THERMOFORMING & PACKAGING

Operational Due Diligence + Value Creation Implementation

- Captured \$8M in annualized savings within 18 months
- ROI impact on EBITDA >6.5X
- Total enterprise value benefit will be >\$80M
- Drove operations improvement through productivity, avoided near term capex spend, and leveraged additional capacity gains in advance of exit

INDUSTRIAL HVAC PRODUCTS

Value Creation Implementation

- \$13M in EBTDA impact achieved in < 12 months
- Resulted in a \$90M increase in enterprise value before exit
- Value add / value engineering projects across 4 sites worth \$7M
- Operational improvements worth \$5.8M

NUTRACEUTICAL PRODUCTS

Operational Due Diligence + Value Creation Implementation

- Improved processes to scale up the business by 19%/\$21M and increased EBITDA by 25%/\$3M annualized in 9 months
- Implemented management system to sustain a 35% improvement in output and transferred knowledge to enable a continuous improvement culture

About TBM Consulting Group

TBM is a global operations and supply chain consultancy with a track record of immediate operational gains through end-to-end business process transformation.

- 150 seasoned operations consultants across the globe
- 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 works with thousands of manufacturers, distributors, and field service organizations located around the world and representing a full spectrum of goods and services.

- Aerospace & Defense
- Building Products
- Consumer Products
- Electronics
- Field Service Operations
- Food & Beverage
- Industrial Products
- Large Equipment + Machinery
- Medical Products
- Packaging
- Pharmaceuticals, Nutraceuticals, + Biotech
- Textiles/Garment/Footwear

TBM works with middle market focused private equity firms across the globe, including:



Speed wins every time.

TBM specializes in operations and supply chain consulting for manufacturers and distributors. We accelerate operational performance to make you more agile and help you accelerate business performance 3–5x faster than your peers.



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