

## SOLUTION

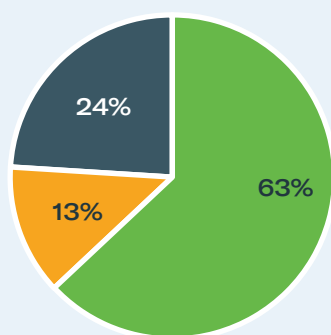
# Private Equity Operational Due Diligence + Value Creation

Identify Greater Value. Realize It Faster.

### Experts in Middle Market Private Equity

- 25+ years of middle market private equity expertise
- 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 middle market portfolio companies

### PortCo Size Breakdown (by Revenue)



- \$100M - \$300M
- \$300M to \$1 Billion
- \$1 Billion Plus

## Trusted Support for Critical Private Equity Investment Phases



### Pre-Deal Operational Due Diligence

#### Size up full deal potential.

- Investment thesis review & premise validation
- Data review, analysis, & site observations
- Leadership assessment
- Asset condition assessment
- Lean maturity assessment
- Management system assessment
- S&OP assessment
- Quality assessment
- Operational risk assessment
- 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 \$75M increase in enterprise value before exit
- Value add / value engineering projects across 4 sites worth \$7M
- Operational improvements worth \$6M

### 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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