

# From operational due diligence to exit value optimization



Improving: Competitiveness • Confidence • Deal Conversion • Time-to-Value Creation • Exit Value

## Changing the game to win

The M&A market and PE acquisitions are at an all-time high. Valuation multiples are at their highest levels ever and there's considerable competition among PE firms to find and acquire those elusive "diamonds in the rough." To compound matters, corporate "strategics" are offering a viable and, at times, more competitive alternative for companies considering sale.

To succeed in this hyper-competitive market, private equity firms need to become smarter in their buying decisions, have a more robust investment thesis and speed up the value creation process.

### Core benefits:

- Identify opportunities earlier
- Increase bidding competitiveness
- Improve win rate
- Reduce acquisition risks
- Identify supply chain savings & improvements
- Accelerate time-to-value creation
- Maximize exit value

### Optimizing supply chain and operations-oriented value creation opportunities

Maine Pointe's Total Value Optimization™ (TVO) due diligence and deal life cycle offerings uncover supply chain and operations-oriented value creation opportunities both **pre and post-acquisition**. These enable PE firms to quantify EBITDA improvements together with working capital risks and opportunities. We then develop an implementation road map for the first 90-180 days and beyond. This road map details the activities to help accelerate operational improvement. We then work shoulder to shoulder with the acquired company's management team to implement the improvement road map. Our engagements deliver between a 4:1-8:1 ROI and are underpinned with a unique **100% guarantee of engagement fees** based on annualized savings.



## Operational due diligence leads to value realization

Maine Pointe's comprehensive set of pre and post-acquisition due diligence offerings and implementation services help **improve your confidence, competitiveness and time-to-value creation.**



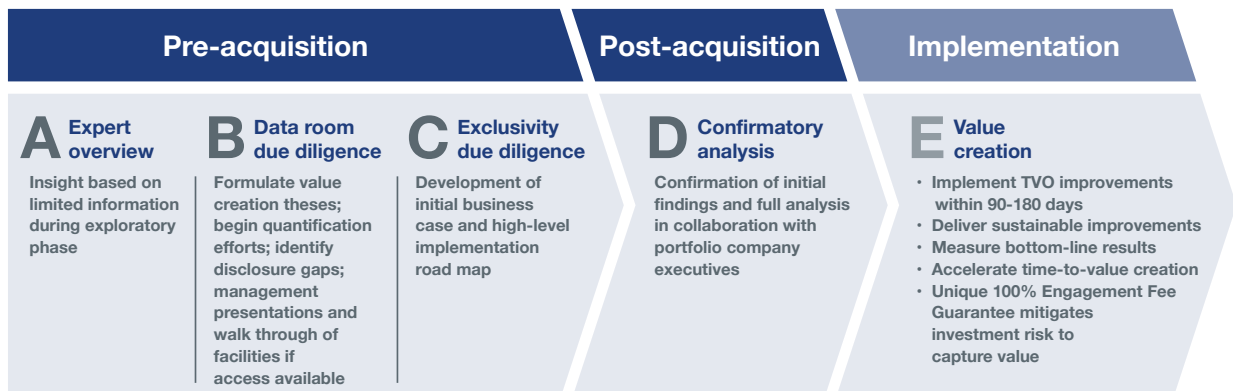
Maine Pointe has delivered \$Billions of benefits to firms operating in 30 countries around the world

**1. Deal origination:** We work with you to identify the ideal target candidates for your platform, understand how targets fit into your buy and build strategy, and how targets can fill operational and talent gaps. We do this by understanding your platform business, your goals, and identifying the value levers for bolt-ons in your niche. This allows you to accelerate your hunting phase and focus on the work to close the transaction successfully.

**2. Due diligence:** We help you quantify and capitalize on EBITDA, cash savings and growth opportunities by taking you through four pre and post-acquisition stages, then through to accelerated implementation.

This helps increase your bidding competitiveness, reduce acquisition risks, improve lender/investor dialog, accelerate time-to-close and optimize the realization of value creation opportunities.

- The insights we gave our PE client enabled them to raise their investment commitment and ultimately acquire the target company successfully. Post-deal, we worked with the portfolio CEO to **almost double EBITDA and achieve a 6:1 project ROI.**



**3. Performance improvement:** Post acquisition we work with you to align management & organization, drive quick wins (<90 days) and sustain step-change improvements across procurement, logistics, and operations. By driving measurable results and infusing best practices we establish an optimized platform for bolt-on growth.

- We helped a portfolio company CEO deliver the **first 20% EBITDA savings within 4 weeks, drive 50% annualized savings** improvement within four months and developed a road map to drive \$3M in unexpected additional synergies.

**4. Bolt-on acquisitions:** Once we have established your operational platform, we work with you to pursue, close and integrate acquisitions to enable growth. We drive identified synergy savings, achieve quick wins (<90 days), then integrate, consolidate & standardize operations across the supply chain. The results are reduced working capital requirements and accelerated EBITDA, cash and growth.

- We completed 13 engagements within one PE firm's portfolio, spanning procurement, logistics and operations. This led to an **increase in the valuation of their portfolio by over \$700 million.**

**5. Before exit:** We help maximize deal returns by working with you 9-18 months before exit. At this phase we accelerate benefit capture through quick-win engagements to further optimize your portfolio company's supply chain and operations thereby increasing the sale price. We help implement demonstrable LTM (last twelve months) results, support management and provide a clear road map for further improvement. One example of the effectiveness of our approach was a 60:1 ROI our engagement with a portfolio company delivered for the PE owner at exit in less than one year.

- Before exit, we helped a portfolio company achieve a **60:1 ROI at exit in less than one year.**

## Our private equity leaders



Mark McTigue  
EVP Private Equity,  
North America &  
Europe



Joe Esteves  
VP Private Equity,  
North America

Have a particular operational challenge you would like to discuss?  
To talk it through with one of our executives.

Email: [info@maineprime.com](mailto:info@maineprime.com)

Telephone: **+1 617.273.8450 (U.S.)** Telephone: **+44 7584.621.565 (Europe)**

[www.maineprime.com](http://www.maineprime.com)

Maine Pointe's teams have delivered a ROI in excess of 4:1 for more than 50 PE firms and over 100 portfolio companies around the world. We work with private equity firms and their portfolio executives to reduce risk and rapidly increase EBITDA, cash flow and growth.

### About Maine Pointe

Maine Pointe, a member of the SGS Group, is a global supply chain and operations consulting firm trusted by many chief executives and private equity firms to drive compelling economic returns for their companies. We achieve this by delivering accelerated, sustainable improvements in EBITDA, cash and growth across their procurement, logistics, operations and data analytics. Our hands-on implementation experts work with executives and their teams to rapidly break through functional silos and transform the buy-make-move-fulfill digital supply chain to deliver the greatest value to customers and stakeholders at the lowest cost and risk to business. We call this Total Value Optimization (TVO)™.

Maine Pointe's engagements are results-driven and deliver between 4:1-8:1 ROI. We are so confident in our work and our processes that we provide a unique 100% guarantee of engagement fees based on annualized savings. [www.maineprime.com](http://www.maineprime.com)