

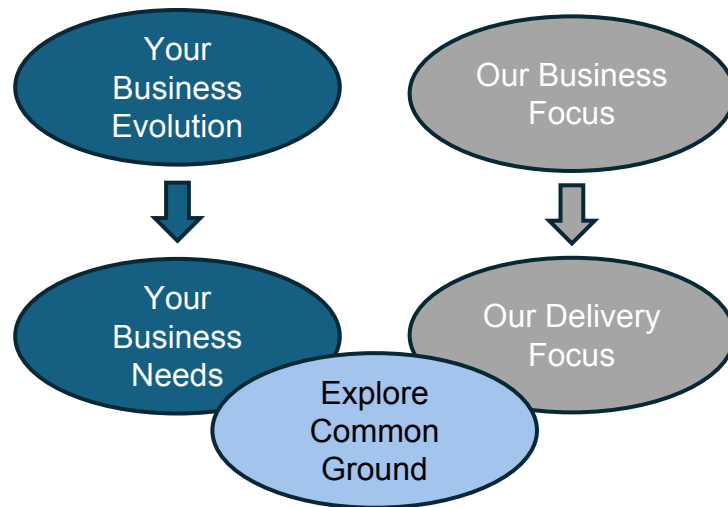
## Introduction

Over the past year in particular the challenges for businesses have become ever more acute.

There continues to be a need to drive efficiency improvements and benefits from projects in the short to medium term, but there is less resource to deliver such projects due to cuts in staffing and refocusing to core activities.

There is a widening flexibility gap between the Executive Management focus on business survival, progression, fads and geo-political developments, and the Operational Management focus on delivery of customer service – more doing on core activities with less slack in the system.

This brief document aims to take a step back to reflect on the evolution of the wider business and what support may be needed to achieve progress. It follows these steps:



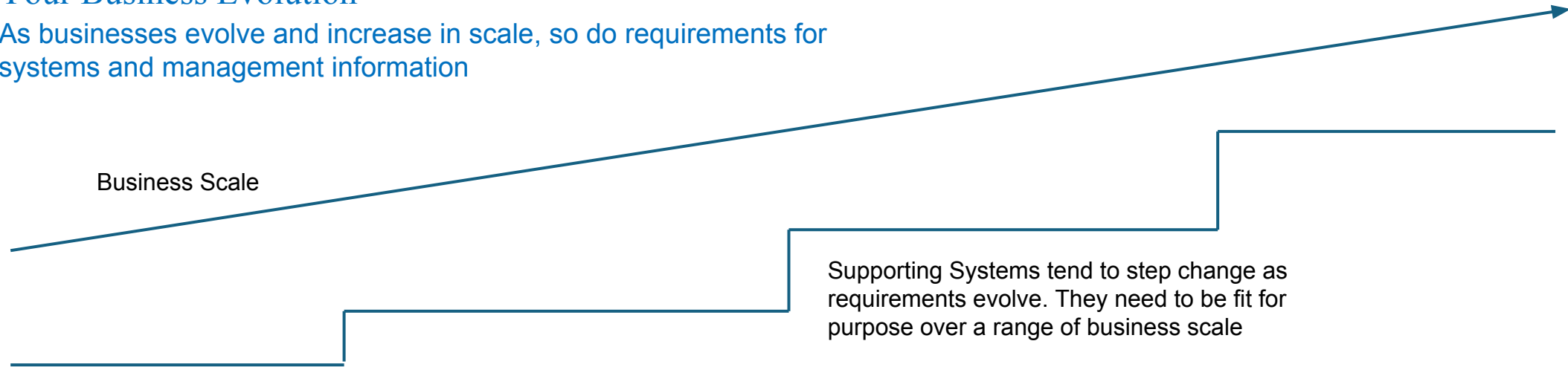
**Very simply, we provide flexible support to CFOs to achieve added value for the business.**

We understand very well that breadth of experience and working closely with the business are key to ensuring results are delivered from often complex requirements.

Have a look through these slides, if the themes resonate, and we have common ground, then lets explore what we can do together.....

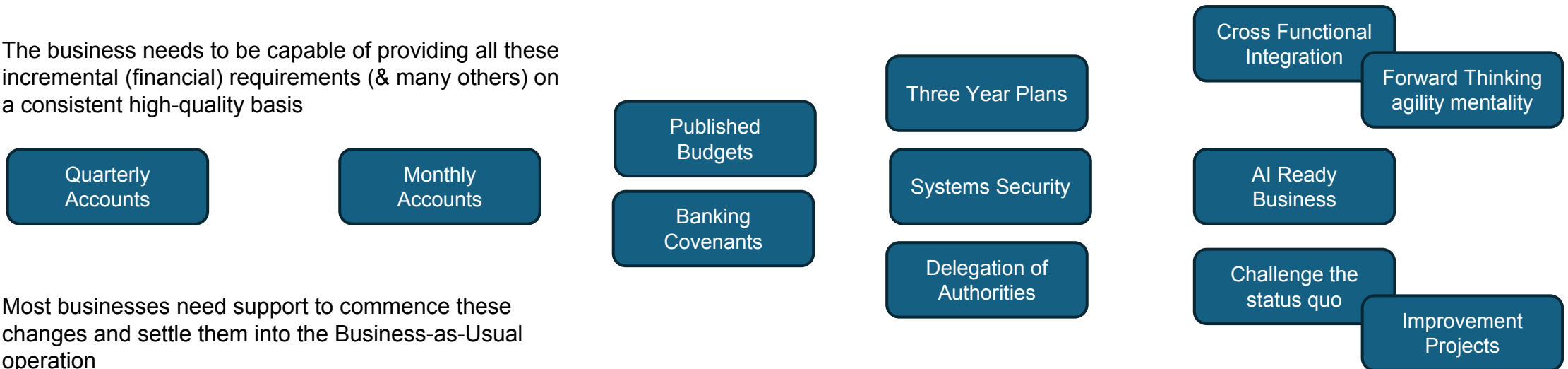
## Your Business Evolution

As businesses evolve and increase in scale, so do requirements for systems and management information



## Management and Investors requirements also increase with scale

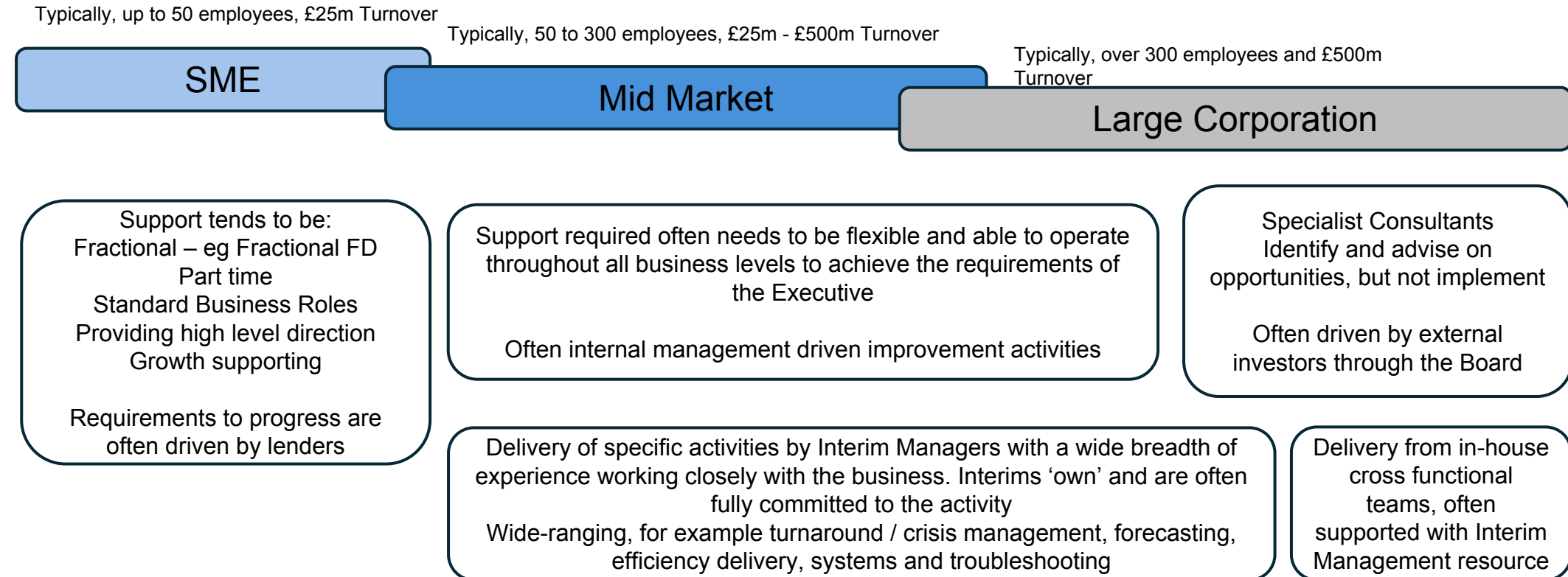
The business needs to be capable of providing all these incremental (financial) requirements (& many others) on a consistent high-quality basis



Most businesses need support to commence these changes and settle them into the Business-as-Usual operation

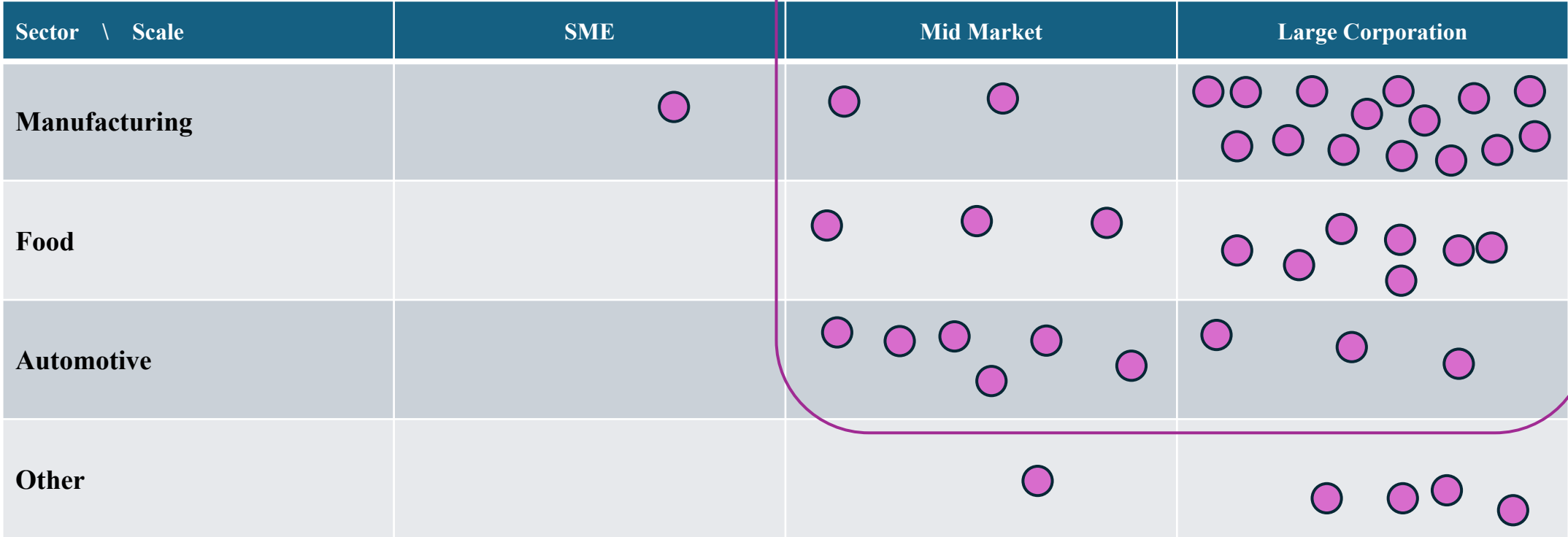
# Your Business Support Needs

Needs and activities vary depending on business scale



# Our Business Focus

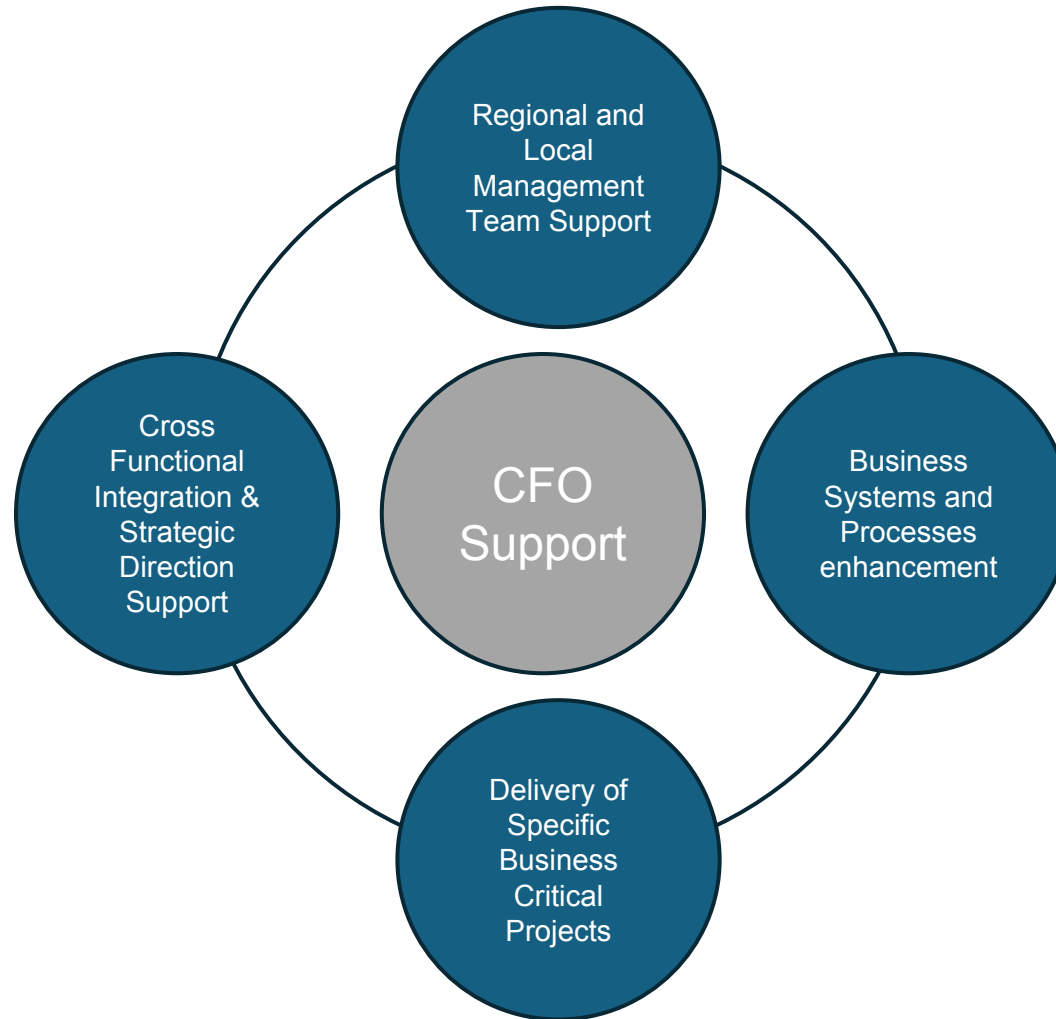
This grid shows where our experience lies based on sector and business scale. Each circle represents an assignment.



We apply our experience of working with Large Corporations to Mid Market Clients wherever possible

## Our Delivery Focus

We focus on supporting the CFO, in four specific areas:



Delivering these activities for clients results in the example benefits outlined on our website – across the three fundamental areas of:

**Profit Delivery**

**Working Capital Delivery**

**Strategic & Stakeholder Support**

Please see the website for further details and case studies of some of the assignments undertaken.

The following two pages provide further insight and examples of these four areas.

## Delivery Focus

### Cross Functional Integration & Strategic Direction Support

#### Important themes for this area:

- Ensure the genuinely key projects are focused on
- Projects must be clear – simple rules, visible & concise outcomes
- Clearing the pathway to ensure success
- Realism – Business must want to progress
- Buy-in from stakeholders
- Use the knowledge already in the business
- Cross Functional Integration – one business
- Deal with inconsistencies
- Work with the business
- Trust and team motivation – cultural alignment
- Communication is key
- Resilience options and scenarios – window on the future
- Measurements are not just financial

Site Closure Planning	UB
Reporting Clarity	Uniq
Strategic Plan	Linpac Packaging
Reforecast Support	St Georges
Reforecast Model	Linpac Packaging
Refinance	Linpac Packaging
Business Planning	UB
Project Reporting	Linpac Allibert
Resin pricing performance	Klockner Pentaplast
New business resource planning	GMG
Key deliverable alignment	LTIL
Integrated Cashflow	Vitsoe
Business Planning	FGS

## Delivery Focus

### Delivery of Specific Business Critical Projects

#### Important themes for this area:

- Delivery is an absolute given
- Value Add across breadth of experience
- Flexibility and Agility
- Effective Communication at all levels in the business
- Data quality improvements > AI readiness
- Clarity of direction and strategy
- Alignment of activities
- Energy and Intensity
- Maximising benefits
- Identification of other opportunities
- Data > Information > Insights > Recommendations > Actions
- Reporting Clarity - What has happened, why, actions to improve

EU Cartel Investigations	Confidential
Operations Transfer	Renold
Business Case Delivery	St Georges
Working Capital Reduction	ESAB
Sell side due diligence	Linpac Packaging
Lex Integration	Finning
Sell side due diligence prep	Linpac Packaging
Strategy Implementation	Scholler Allibert
Visibility of Launch	GMG
Sell side due diligence	GMG
Structural segregation	LTIL

## Delivery Focus

### Business Systems and Processes enhancement

#### Important themes for this area:

- Sponsorship & Ownership
- Consistent updates
- Clear Requirements
- Effective Communication
- Stakeholder Involvement
- Setting Expectations
- Technical Support
- Path-Clearers
- Viable work arounds
- Holding to timetable

Pricing & Customer Profitability	Linpac Packaging
Margin Management	Linpac Packaging
S&OP	UB
Systems – DBSi	Finning
SAP Implementation	UB
Reporting & process integration	Klockner Pentaplast
Legacy integration – profitability	Klockner Pentaplast
Profitability & Cash	Lotus
Holistic reporting	Muller
Systems replacement – IFS	GMG
SAP & Shared Service	LTIL
Sage Intacct implementation	TPFG

## Delivery Focus

### Regional and Local Management Team Support

#### Important themes for this area:

- Working with
- Availability, empathy, care to achieve
- Realism but stretch
- Clear ownership
- Local suggestions for resolution
- Full involvement in solutions
- Building trust
- Cultural awareness and adaption
- Scalable solutions, manageable steps
- Fresh pair of eyes
- Supportive Challenge
- Desire for efficient & effective operation
- Visible progress

Finance Team development	Uniq
Regional Support	Linpac Packaging
Cross-Regional Projects	Linpac Packaging
Combining Finance & Planning	UB
Stabilisation & Forecasting	Lotus
Operational Finance activities	Muller