

# ADVENIAN specializes in strategic transformation and corporate performance improvement

Create value by leveraging the full potential of strategic & operational levers to achieve profitable growth

## Who we are

### Partners for Impact

- Entrepreneurial and flexible approach to consulting
- Results-oriented and implementation-minded work style
- Focus on the key levers of operational success

### Critical Situations

- Customized programs to enhance the financial performance of the business
- Top-line and bottom-line, in situations of growth, transformation and restructuring

### Sophisticated Clients

- Need for fact-based recommendations, implementable concepts and measurable results
- At our client's request, we assume interim leadership roles in order to ensure the full realisation of benefits
- Managers, investors, stakeholders

### First-Class Consultants

- High level of seniority
- High ability to lead internal « best-of » teams of our clients
- Several years of experience with the leading management consulting firms, and/or successful operational experience

## What we believe

### Operational value creation

- Execution excellence does make the difference
- On the basis of a well-defined strategy

### Profitable growth

- Achieve higher returns, beyond growing revenue
- Develop the healthy core of your business
- Enable your business to capitalize on its strengths

### Transformation and restructuring

- Focus on the key levers to succeed the transformation or restructuring
- Priority on achieving lasting benefits, and creating early successes

### Seniority instead of large consultant teams

- High level of seniority of our professionals to achieve fast implementation results
- At our clients request, Advenian assumes CRO / CTO responsibility for implementation

## What we do

### Strategic transformation

- Develop profitable growth strategies in fast-changing market environments
- Digital transformation of business models and delivery processes at the customer front-end and in back-office
- Mobilize organization for accelerated strategy execution and entrepreneurship
- Sharpen organization focus on implementation

### Sales force effectiveness

- Re-focus on attractive customers and raise share of wallet
- Drive the efficiency in sales to increase customer acquisition and retention
- Implement successful multi-channel and e-commerce sales
- Margin improvement and pricing discipline

### Direct and indirect cost efficiency

- Improve cost position and increase flexibility
- Production footprint development and refocussing of production mix
- Efficiency improvement and cost reduction in support functions: G&A and indirect manufacturing
- Achieve scalability of cost structure

### Fitness programs and restructuring

- Contingency plan and emergency plan
- Restructuring: Blueprint development, implementation, and CRO / CTO roles

## Who we do it for

Large and mid-sized businesses, including in the following industries

- Manufacturing industries: Process industries, engineered products, automotive supplies
- B to B services : Industrial services, automotive aftermarket & mobility, facility mgmt. & logistics services, IT services
- Financial Services: Leasing and equipment finance, payment platforms
- Consumer Goods & Retail: FMCG and consumer durables

### Private Equity

- Large & Mid Cap
- Mid Cap
- Restructuring/Special Situations

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