SIMON-KUCHER'S CAPABILITIES ACROSS THE DEAL CYCLE

Simon-Kucher Value add

Simon-Kucher toolkit

Simon-Kucher supports its Private Equity clients over the full life-cycle of an investment

BUY V **GROW** SELL T **DEAL GENERATION DEAL EXECUTION** POST-DEAL VALUE CREATION **EXIT** 2-12 weeks* 2-8 weeks* 1-3 months* 3-12+ months* 2-12 weeks* Identify attractive Complete deal at right price Outline plan to maximise Implement to maximise deal Prepare company for sale investments (e.g. with deal value value Get to right price Outline sale narrative pricing power) Validate / adapt thesis Develop / provide tools Avoid bad deals Provide supporting Develop investment and resources Develop prioritised evidence thesis improvement plan Execute and monitor Identify targets Pricing potential Pricing due diligence Pricing audit Quick Results revenue Pricing excellence company identification & enhancement (top-up) PE portfolio opportunity Sales excellence screening programme Commercial due review Marketing efficiency / Vendor assistance diligence Strategic growth options effectiveness Distribution optimisation Product portfolio review New product development