

Rapid Value Creation

Pulling the right levers to speed up your value realization



Generating value through operational improvement

In recent years the deal environment has become more and more complex as a result of a fast changing business environment and expectations for accelerated value capture.

Being clear on the value creation potential of your business will help you ensure its success and deliver real value ahead of time

Our Rapid Value Creation team specializes in identifying and implementing value creation opportunities by restructuring operational and administrative divisions. With our quick scan we offer you a fast-paced solution to identify short-and long-term value creation potential. Together we generate the maximum out of a deal.

Quick scan of value opportunities

A value creation journey starts with a quick scan of value potentials. A roadmap and indicative business case will be developed based on benchmarks and management interviews.

3-6 weeks

**Kick-off and
scope definition**

**Data analysis and
benchmarking**

**Management
interviews &
validation**

**Value creation
roadmap**



Inputs

- Goals and strategic priorities
- Organization Charts
- Headcount overview
- Financial key figures
- Performance metrics
- Hypotheses for value opportunities
- Draft of potential measures
- Long list of measures
- Prioritization criteria
- Project constraints (e.g. capacity, timeline)



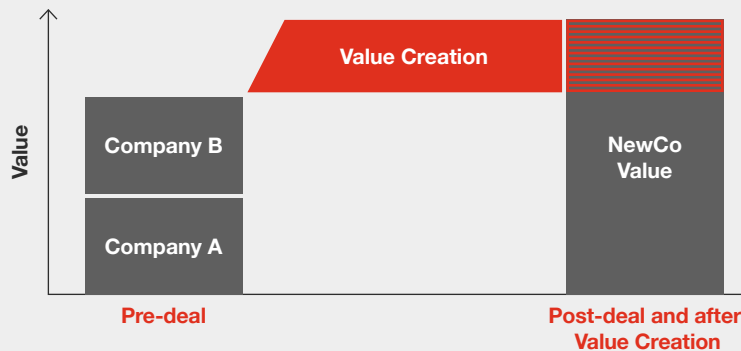
Outputs

- Scope for quick scan
- Interview schedule
- Identified value potentials
- Defined focus areas for interviews
- Validated value creation potentials
- Saving indication
- Prioritized measures
- Value creation roadmap
- High level business case

When is value creation relevant for you?

Significant value potentials can be realized in multiple deals scenarios

Post-deal value creation

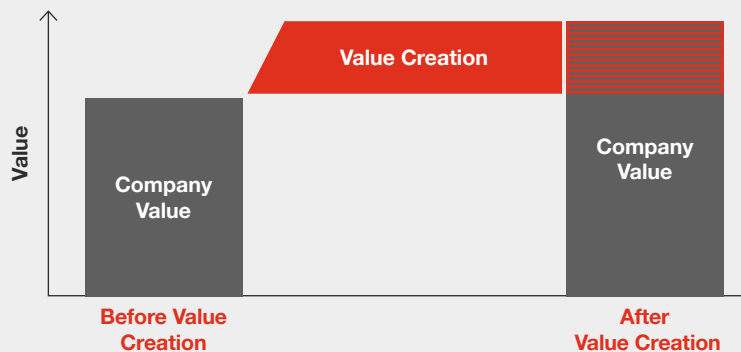


M&A integration

Post-deal synergy realization

Buy and build strategy

Value creation in holding period



Exit readiness preparation and carve-out

During times of business stress/
underperformance

IPO and joint ventures

Client case

Our comprehensive Rapid Value Creation program for a multinational biotech company, covering multiple functions and value creation levers, led to 16% cost reduction in 9 months.

Project scope

- 360° value creation assessment and contribute to top line growth.

Results

- Reduced overhead functions
- Optimized spans and layers
- Divestment of non-profitable business
- Closure of sites
- Extension of Shared Services
- Optimized cost structures
- Commercial channel optimization
- Optimized channel strategy and sales force



16% cost reduction

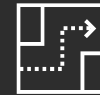


Streamlined organizational setup



Savings realized in 9 months

Operational improvement levers



Operating strategy and targets



Commercial optimization



Procurement effectiveness



Site operations improvement



Footprint optimization



Overhead optimization



Working capital optimization



Process- and IT optimization

Reach out to our team to get started

We bring a blended team of specialist to work hand in hand with your management team to identify, plan and deliver real benefits.

Your first contact:



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About us

Our clients face diverse challenges, strive to put new ideas into practice and seek expert advice. They turn to us for comprehensive support and practical solutions that deliver maximum value. Whether for a global player, a family business or a public institution, we leverage all of our assets: experience, industry knowledge, high standards of quality, commitment to innovation and the resources of our expert network in 157 countries. Building a trusting and cooperative relationship with our clients is particularly important to us – the better we know and understand our clients' needs, the more effectively we can support them.

PwC. Nearly 12,000 dedicated people at 21 locations. €2.3 billion in turnover. The leading auditing and consulting firm in Germany.

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