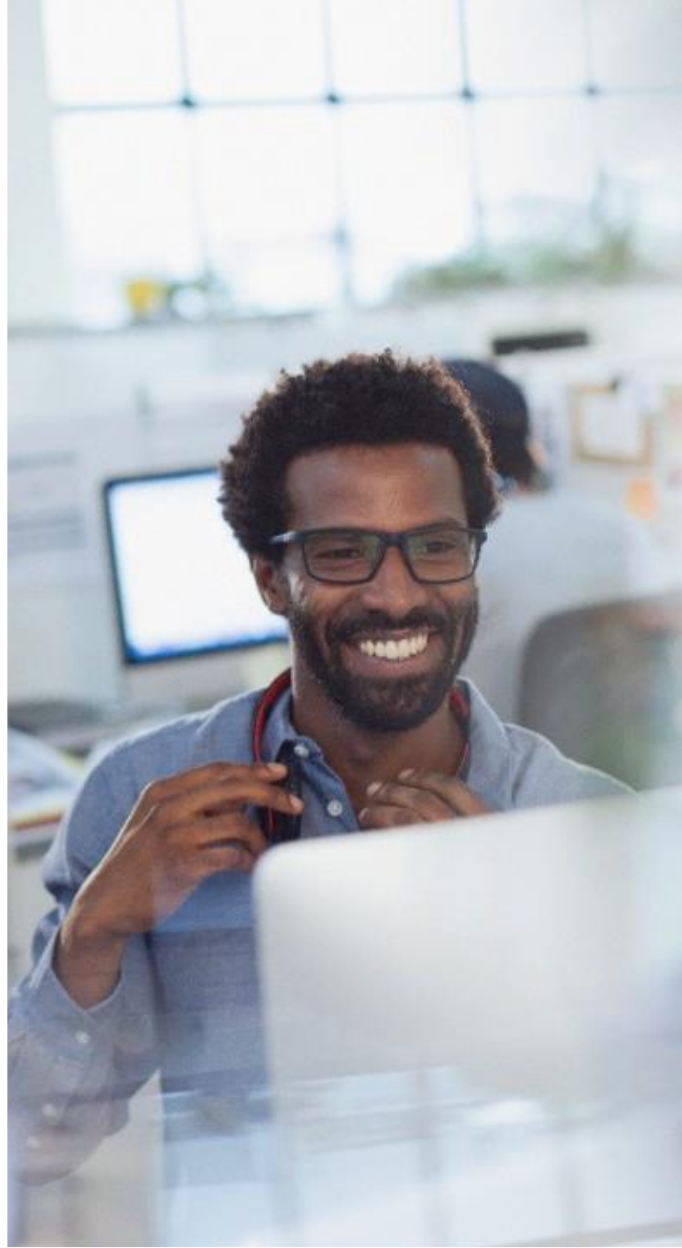


Advisory Services



Helping you take that leap

Growth and change are two realities that no business can afford to ignore. Sustainable strategies that help your business innovate and grow while reducing costs and leveraging talent are just as essential as having the agility and creativity to respond to rapidly changing environments.

By taking time to understand your business and the issues and challenges you are facing, our Advisory teams use local and global knowledge to help you challenge conventions as well as introduce and deliver strategies that work specifically for you.



Our Operating Units & Competencies

ADVISORY

Business Units

Consulting

Deals & Forensics

Operating units / Competencies

Finance Advisory (FA)

People & Organisation (P&O)

Operations

Capital projects & Infrastructure
(CP&I)

Strategy&

Technology Consulting

Transactions and
Corporate Finance

BRS

Forensics

Our Competencies – What we do

Finance Advisory (FA)

We help companies develop high performing finance functions by streamlining and standardising processes. We broadly cover three service areas: Finance Strategy, Finance and Accounting Operations, and Enterprise Performance Management.

...providing insight into financial performance to drive improved decision making

- Creating standardised, streamlined financial processes
- Benchmarking financial performance metrics & processes
- Improving visibility into critical cost drivers
- Consolidating low-value finance processes
- Establishing integrated and automated internal control environment
- Optimising cash flow /liquidity via improved working capital processes
- Consolidating financial results for external reporting
- Delivering cost and profitability analysis

People & Organisation (P&O)

Accessing talent, developing the right organisational architecture and gauging employees readiness /ability to change are crucial in driving competitive advantage and long term sustainability. We support clients by aligning their HR strategy to their key business drivers.

...creating substantial value for your business through people

- Designing and restructuring organisations
- Evaluating existing and designing HR strategies, policies and functions
- Creating the ideal culture, communicating and managing change
- Acquiring and implementing a management framework for talent
- Deploying workforce planning and performance management frameworks

- Structuring and managing compensation including rewards and benefits
- Evaluating staff performance capacity / needs (skills and competencies) and optimising job fit / matching
- Building staff capacity and trainings

Operations

As market conditions change and competitive pressures intensify, organisations strive to adopt new strategies to remain relevant. With the increasing influence of customers, Organisations need to be innovative in the creation and delivery of value to stakeholders.

We assist in the articulation of your desired state and support you through execution to achieve tangible and sustainable value that enable you to stay ahead of the change curve

...driving the operational excellence and agility required to stay ahead

- Developing customer-centric operating models & processes
- Transforming sourcing and procurement functions
- Unlocking value in the supply chain
- Reviewing costing models and methodologies
- Assessing and optimising shared and out sourced services
- Optimising return on asset investment
- Evaluating performance with a view to challenging the status quo, anticipating disruptive events and crafting appropriate responses
- Implementing strategic initiatives to realise cost saving goals

Capital Projects & Infrastructure (CP&I)

We partner with our public and private sector clients across the entire capital project lifecycle.

...helping you successfully deliver capital intensive projects

Our Competencies – What we do

- Developing institutional policy frameworks
- Providing options analyses, feasibility / viability assessments and business cases
- Advising on buy- or sell-side transactions to project companies and public institutions
- Managing projects or programs to ensure quality is delivered on time and on budget
- Facilitating public private partnerships
- Sourcing the right partners and aligning overall interests
- Financing equity and debt tax-efficiently
- Optimising project / asset performance to deliver required returns

Strategy

The dynamic and competitive nature of the business environment presents challenges in terms of articulating and achieving business goals.

From envisioning through execution, we appreciate your business landscape, stay ahead of the change curve, generate fresh and relevant insights to help make better business decisions with more confidence and achieve sustainable, tangible value.

...enabling you realise your potential by translating business strategy into business reality

- Assessing and identifying potential business and market opportunities
- Providing market, competitive and customer insights through market studies
- Defining corporate and business unit strategies
- Defining and adopting operating models for breakthrough innovation and growth
- Articulating practical market entry strategies
Developing business plans and financial models
Providing execution and implementation support
- Developing actionable strategic planning capabilities linking your vision and strategies to priority initiatives and KPIs

Technology

Technology is a key lever of success in today's business world. We offer a wide range of services to make your organisation more efficient and effective.

Our services cut across technology advisory, information management, sourcing, security and enterprise applications.

...utilising technology as a driver of business transformation

- Improving IT efficiency, effectiveness and alignment
- Designing fit-for-purpose technology solutions
- Sourcing and implementing the right technology platform and/or vendors
- Enabling technology to deliver your strategic projects on-time, on budget and to established standards
- Developing analytical and technical tools to unlock the value of information
- Deploying business intelligence solutions to drive real-time decision making
- Enabling secure management of information access
- Facilitating 'cloud' adoption strategies safely, securely and cost effectively

Deals – Corporate Finance

In today's market, corporates, institutional/financial investors and governments who are seeking to buy or sell businesses, raise funding or restructure their balance sheets require credible independent financial advice.

...helping you do the right deal... right!

- Providing sell-side advisory and divestiture support to corporates
- Advising private equity firms on portfolio investment exit options

Our Competencies – What we do

- Providing buy-side acquisition support to corporates
- Raising equity capital for growth, recapitalisations and expansions
- Providing debt advisory services for refinancing and new capital raises
- Preparing and listing Initial Public Offerings (IPOs)
- Valuing companies for regulatory reporting and deal-related purposes
- Financially modeling businesses to enable strategic and investment decision making

Deals – Transaction Services

We help companies make acquisitions, divestitures and strategic alliances. We help our clients maximise the return on their deals and manage associated risks. We bring a unique combination of financial, commercial and operational insight to every deal.

...helping you do the right deal... right!

- Understanding target businesses to ensure “no surprises”
- Identifying and understanding upside potential and risks
- Protecting potential buyers against value erosion
- Assisting part or full disposal of businesses
- Analysing commercial and market issues underpinning the deal
- Ensuring seamless transition post transaction
- Assessing the impact of standalone issues, post deal
- Achieving financial and strategic deal objectives

Deals – Transaction Services

Several internal and external factors can plunge a company into financial distress resulting in declining earnings, liquidity and cash-flow blockages etc. and ultimately threaten corporate survival.

Our team specializes in providing services to troubled and under-performing businesses, stakeholders and lenders.

...finding, restoring and preserving value in challenged situations

- Providing corporate analysis and independent business reviews
- Helping with insolvency - administrations, liquidations and receiverships
- Aligning corporate structures and business objectives
- Delivering financial and operational restructuring solutions
- Identifying and divesting non-core operations
- Designing and executing controlled exits - country or industry withdrawals
- Maximizing value through working capital benchmarking
- Managing debt advisory and creditor negotiations

Deals – Forensic Services

Every organisation is vulnerable!
We help clients prevent, confront and remediate regulatory, legal and commercial challenges as a result of unplanned events.

...finding, restoring and preserving value in challenged situations

- Performing investigations and dispute analysis
- Mitigating corruption risk
- Managing money laundering and terrorism financing (ML/TF) risk
- Responding to cybercrime and data breach
- Conducting forensic accounting reviews
- Managing information risk Responding to fraud
- Managing third party risk

From July 2023...

The following competencies previously part of Risk Assurance Services will become part of Technology Consulting within the Advisory Line of Service

Intelligent Automation

Analytics

Cyber Security.



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