

# Global Components Manufacturer: Corporate Strategy

Established strategy focused on protecting leading share and margin position in core market, turning around struggling European business and growing small but highly profitable commercial distribution businesses

## Project Overview

## Deliverable Examples

### Client Context

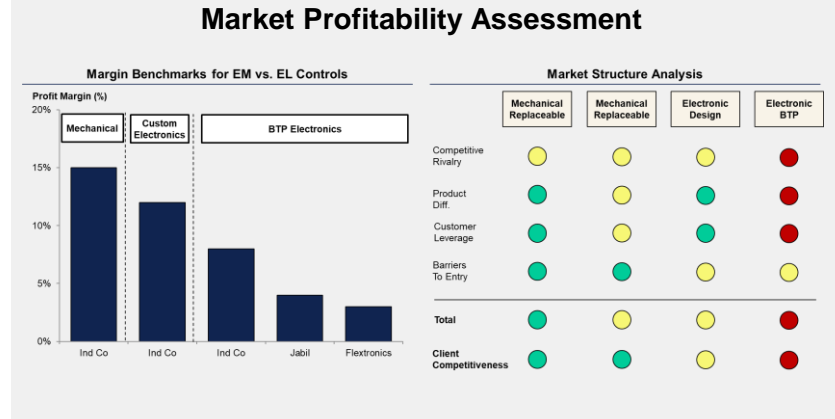
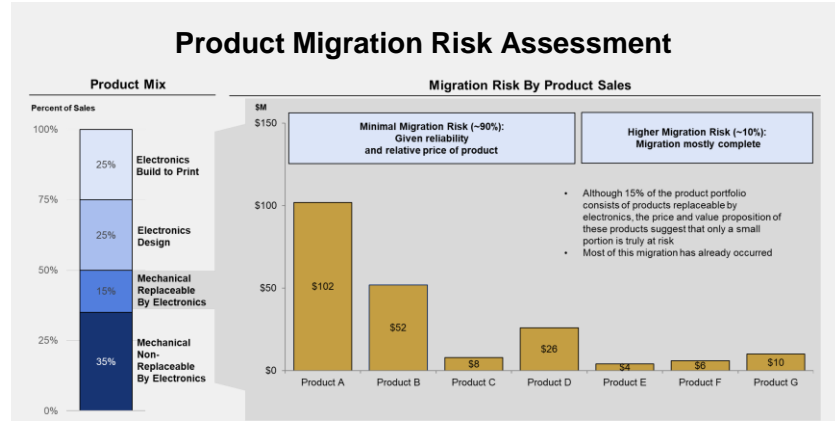
- Client is a PE-owned global manufacturer of components and parts sold into OEMs participating in commercial and consumer appliance end markets
- Significant effort over the past several years had been invested in improving the manufacturing cost structure to create a platform for growth
- Current portfolio reflected a broad range of geographies, product platforms and market segments, with high variability in terms of economics, competitive positioning and profitable headroom for growth

### Approach

- Led a collaborative five-step process with the global leadership team to establish a corporate game plan:
  - Evaluated Current Performance and Underlying Drivers (e.g. deep insights into profit concentration by customer/product and drivers of performance)
  - Established Market Profit Pools and Competitive Positioning (e.g. structural drivers of market profitability, drivers of competitive position)
  - Identified Headroom for Growth (e.g. market share and headroom by geography, product and end market; adjacent market size of the prize)
  - Prioritized Opportunities and Evaluated Alternatives
  - Developed Growth Roadmap and Targets

### Outcome

- Established a plan that represented \$100M+ in identified revenue and \$35M+ in identified EBITDA uplift potential
- Eventual PE exit was highly accretive to investors



Note: Full case studies available upon request  
Names & Numbers Modified to Maintain Confidentiality

