

# Global Food Ingredients: Corporate Strategy

Defined a new corporate strategy to help drive top-quartile performance over a five-year period for a Global Food Ingredient manufacturer

## Project Overview

### Client Context

- ~\$6B ingredient company was looking to achieve a five-year double value goal by both defining a Board-level strategic path as well as specific strategies to execute on identified priorities
- CEO had driven 21% TSR over first five years of tenure, but recognized the need for a new strategy to continue value growth over next five years
- Significant portion of historic growth had come organically, but there was concern around whether that was sustainable

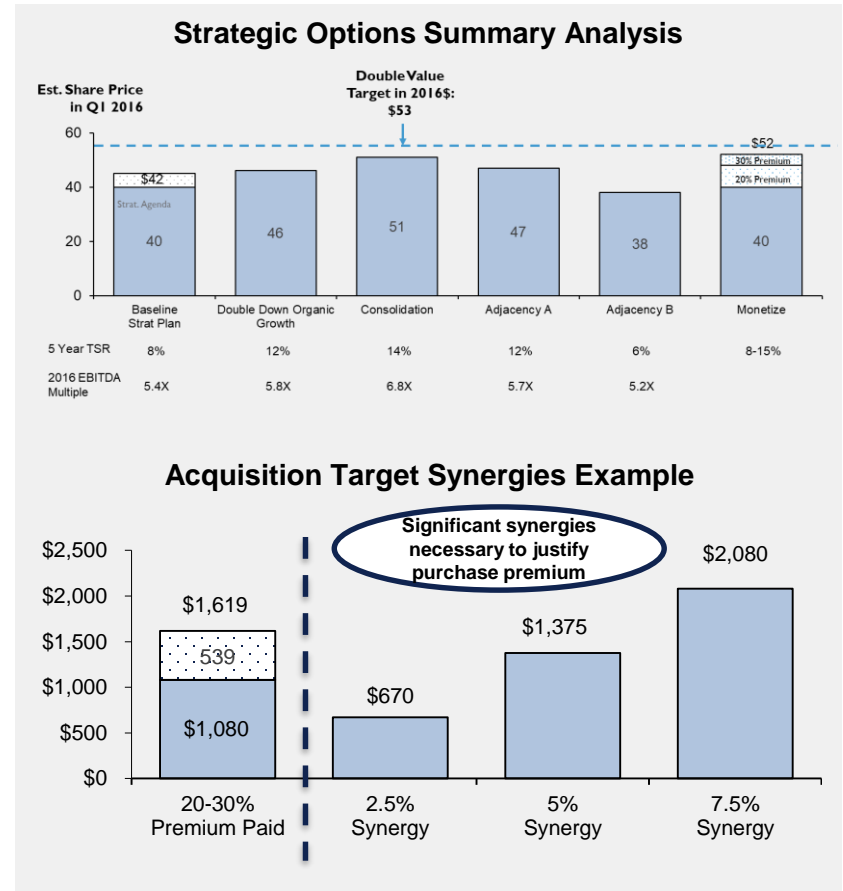
### Approach

- Established Value Goal: reviewed client's performance relative to competitors from a historical context to set 5-year value growth goals
- Defined Current Course and Speed and Value Gap: developed detailed model to understand current intrinsic value and the gap between that and their value goal
- Established Alternatives: defined potential options to consider to accelerate value growth
- Chose Best Alternative: Evaluated those alternatives based on multiple criteria including value, strategic fit and ability to execute

### Outcome

- Significant top line and operating profit growth as well as top-tier total shareholder returns delivered over the course of our primary work together
- Led to 5+ engagements (and growing) with client to tackle other strategic and commercial opportunities

## Deliverable Examples



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

