

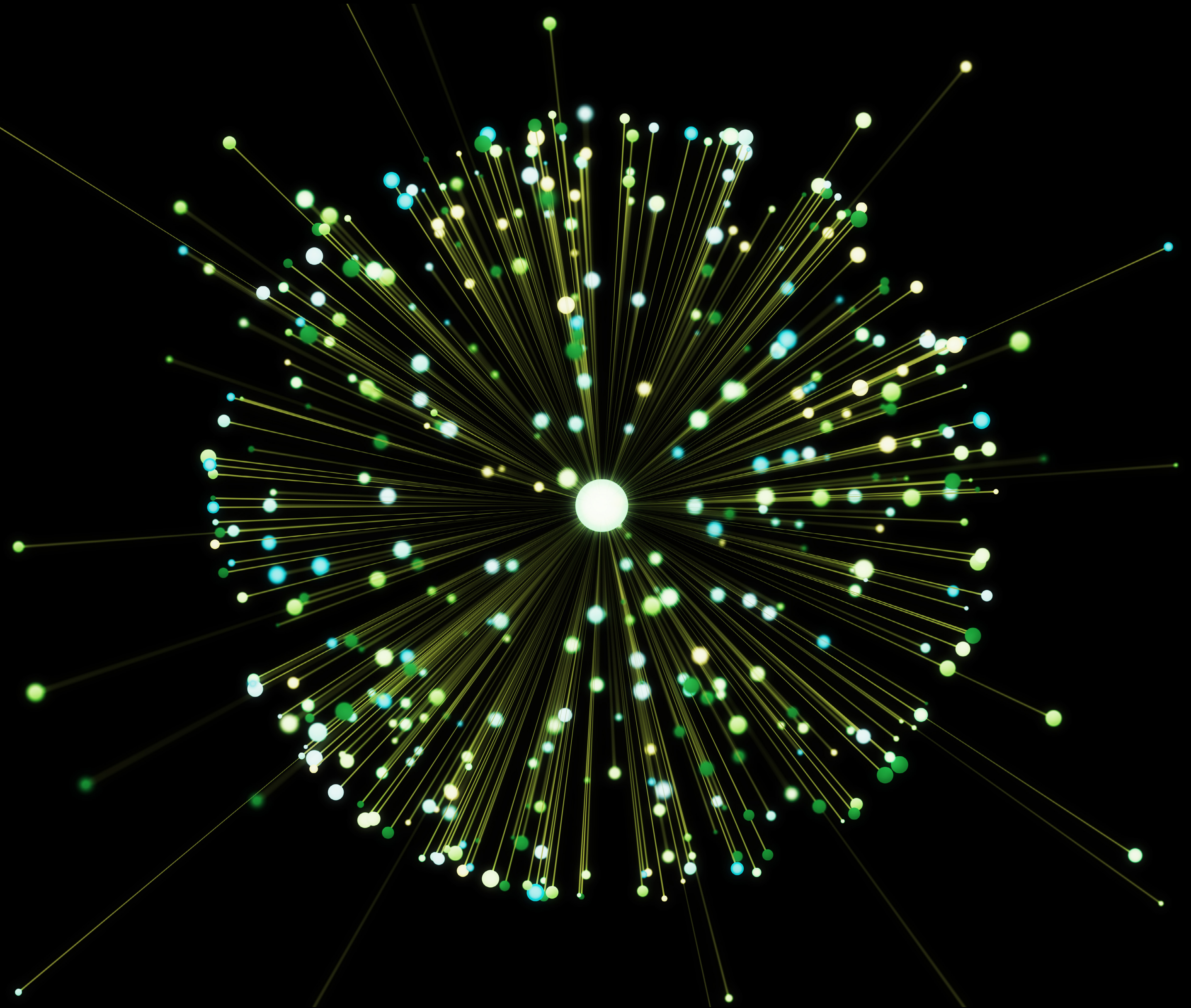
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Deloitte Private Equity

A greater return on ideas

Portfolio Value Creation

Performance improvement services



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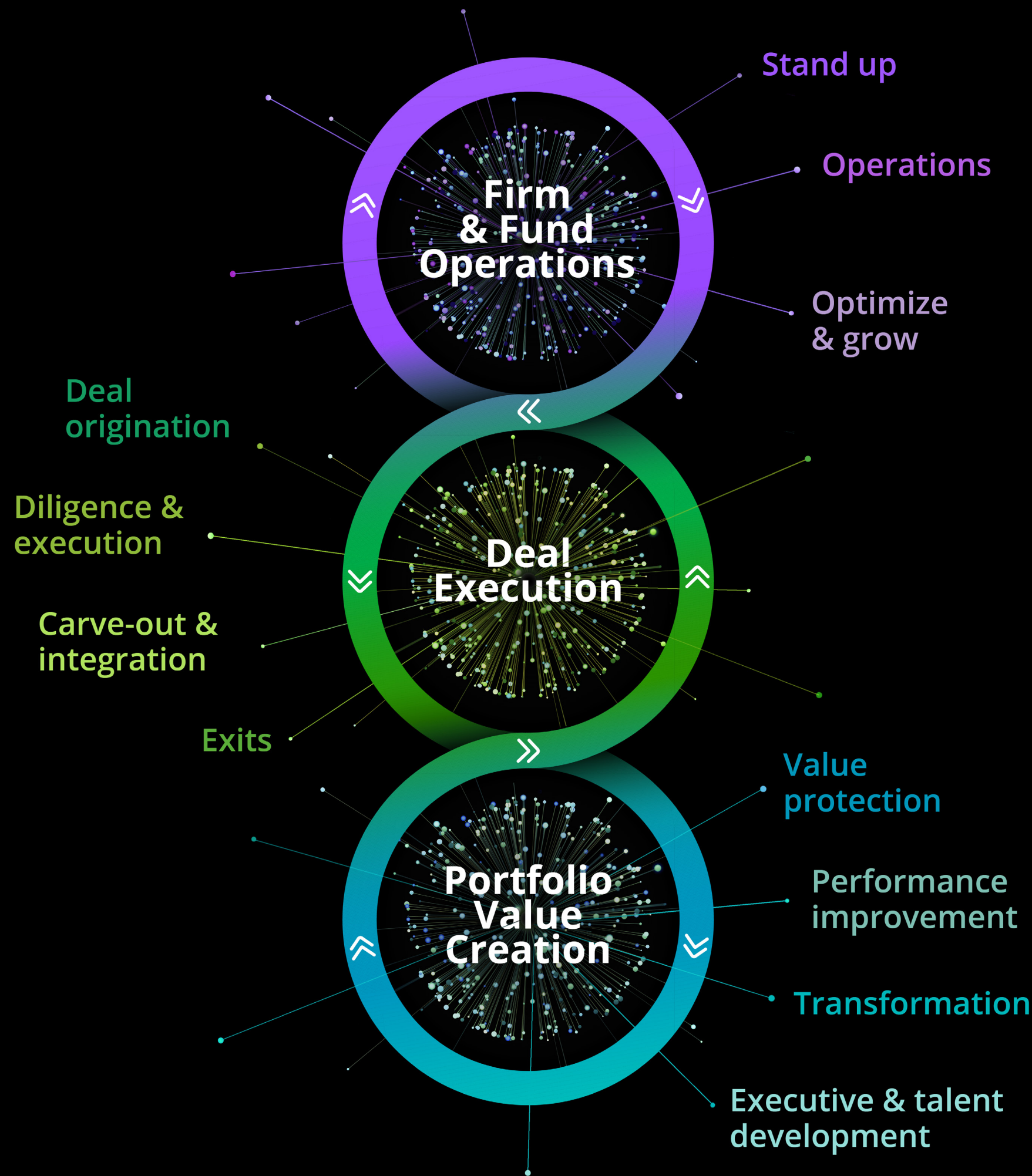
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Introduction

Delivering value – how we support PE firms and their portfolio companies across every stage of the lifecycle.

Our global network of practitioners support private equity firms and their portfolio companies in delivering greater returns across every stage of the investment lifecycle. We apply a proven, global, and multidisciplinary model to deliver fully integrated solutions that bridge the gap between strategy and execution – combining technical expertise with business acumen and industry-specific knowledge.

By clicking on the icons on this page you will be able to access an overview of our services across all areas of private equity. We hope you find this information helpful, and we would be delighted to speak with you should you have any questions or require further information. Please feel free to get in touch with the key contacts for the services you require.



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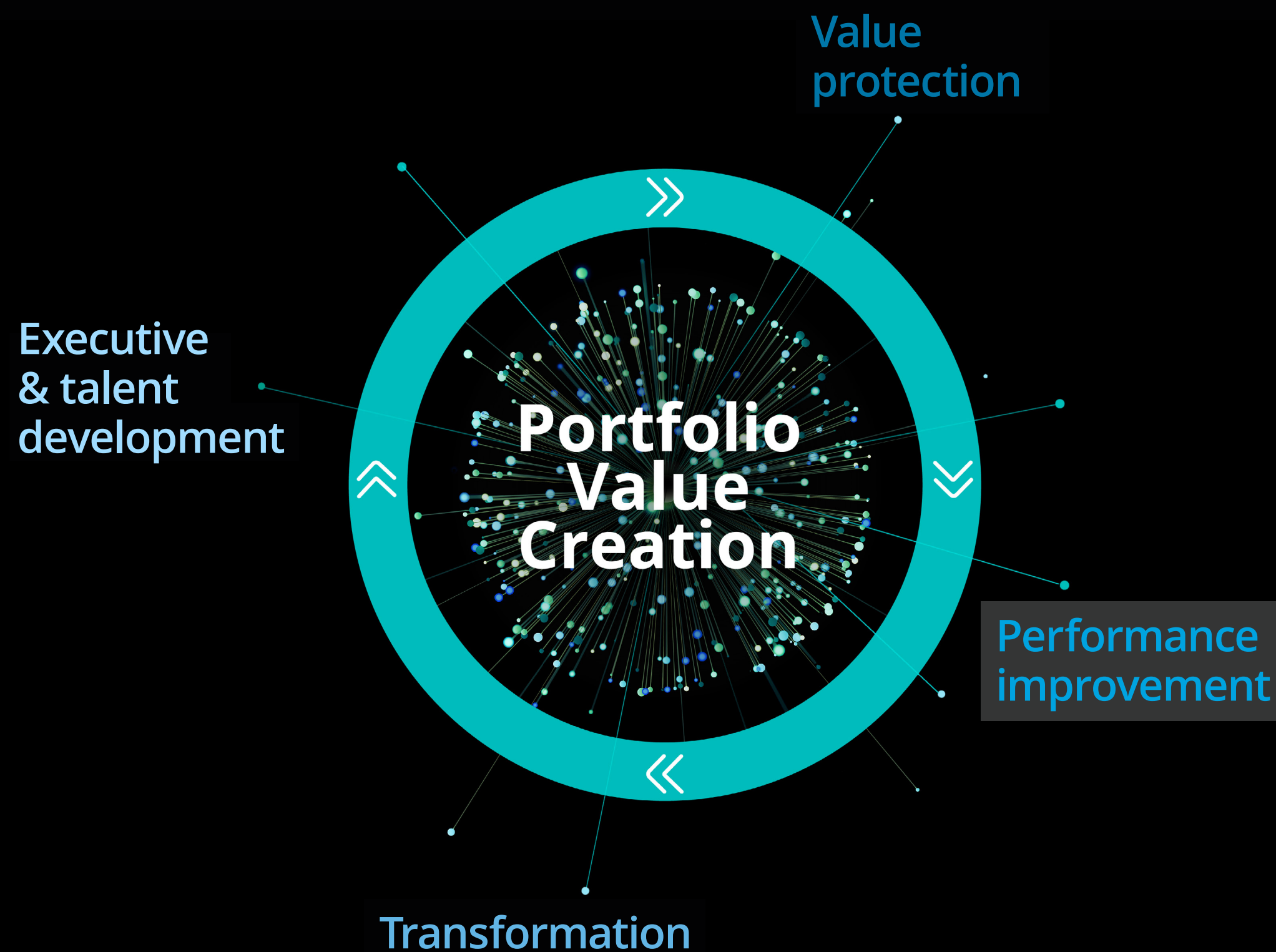
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Portfolio Value Creation overview

Deloitte Private Equity | Portfolio Value Creation | Performance improvement

Powering growth and value creation in private equity portfolio companies through integrated solutions, digital expertise, and market-eminent leadership development programs.

Within this document, you will find the details for our Performance improvement services. To find out more on Deloitte's wider Portfolio Value Creation service offering, click on the service icons below.



- **Value protection services:** Helping portfolio companies manage risk and compliance to guard their investment value – [discover more here](#).
- **Performance improvement services:** Supporting portfolio companies through a holistic approach to value creation from revenue, cost and margin optimization to cash and working capital management, all underpinned by a focus on data analytics and digital tools. For further information, read on.
- **Transformation services:** Transformation services aimed at transforming the business, operations and functions to deliver enhanced value – [discover more here](#).
- **Executive and talent development services:** Market-eminent talent and leadership development programs tailored to the unique dynamics of private equity ownership and aim to maximize portfolio company leadership effectiveness – [discover more here](#).
- **Alliances:** Deloitte's relationships with some of the world's leading tech companies deliver the value of strategic collaboration through award-winning consulting services to help solve your most complex challenges. Further information to be available soon.
- **Exit services:** Maximizing deal returns requires the same level of focus and deal strategy on the way out as applied on the way in. Further information to be available soon.

Performance improvement services

Deloitte Private Equity | Portfolio Value Creation | Performance improvement

We support portfolio companies by providing a holistic approach to value creation from revenue, cost and margin optimization to cash and working capital management. All of this is underpinned by focusing on insights through use of data analytics and use of digital tools. We aim to elevate portfolio companies' performance, resulting in increased profitability and growth.

Our dedicated private equity teams can support you with:

01

Cash and
working capital

02

Revenue
operations

03

Finance
operations
improvement

04

Cost
optimization

05

AI, data and
analytics
services

06

Tax
optimization

01

Cash and working capital

Throughout the private equity lifecycle PE firms and their portfolio companies continuously seek ways to improve their operating cash flows. Effective management of working capital plays a critical role in cash flow management, as it can significantly improve a company's free cash flow, profitability, and overall financial health. We use proprietary tools and methodologies to develop insights that can fuel working capital improvements across inventory and accounts receivable and payable.

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How we can support

- Comprehensive working capital analysis and cash forecasting assistance
- Operational efficiency improvement
- Customized working capital strategies
- Post-acquisition support
- Training and support

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Revenue operations

In today's dynamic business environment, effectively managing and optimizing revenue operations can be a game-changer for portfolio companies. It's about more than just increasing sales; it's about strategically aligning revenue-related functions to drive sustainable growth. Our revenue operations offering assists portfolio companies in maximizing their revenue potential, driving operational efficiency, and fostering profitable growth. Our approach harmoniously integrates marketing, sales, and customer service operations, optimizes for speed and value, and enables strategic decision-making for long-term scalability.

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How we can support

- Revenue strategy and planning
- Sales and marketing alignment
- Pricing and product optimization
- Customer success and retention
- Operational efficiency

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03

Finance operations improvement

Improving finance operations requires a comprehensive approach that streamlines and enhances processes. This involves transitioning finance from manual processes to a more analytical capability. We capitalize on our extensive experience across finance capabilities, including transactional finance (inventory management and accounts receivable and payable), treasury, tax, and controllership to assess and develop integrated solutions that incorporate the seamless integration and adoption of enabling technologies such as AI and robotics.

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How we can support

- Accounts receivable/payable processing automation
- Inventory management process acceleration
- AI/process robotics implementation
- Report generation automation
- Process rationalization
- Operating model design
- Finance-as-a-service

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Cost optimization

In today's highly competitive business landscape, cost optimization has become a necessity for many private equity portfolio companies. It is not just about reducing expenses, but strategically managing and optimizing them to drive value. Our cost optimization practice assists portfolio companies in their efforts to drive organizational efficiency, achieve sustainable margin improvement, and generate profitable growth. We help to achieve sustainable margin creation through both structural and non-structural savings initiatives. Our approach addresses enterprise expenditure, optimizes for speed and value, and has the potential to create new investment capacity for strategic priorities and long-term scalability.

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How we can support

- Digital transformation
- Business model and organizational structure
- Operating model and service delivery
- Strategic spend management
- Working capital and capital allocation
- Pricing, product and portfolio optimization

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AI, data and analytics services

In today's data-driven world, effectively leveraging AI, data, and analytics has become a critical success factor for many businesses. Our AI, data and analytics services encompass defining data strategy and governance, implementing data platforms, delivering data use cases and monetization, and offering ongoing support through managed services. We develop analytics capabilities that tie directly to a client's core business strategy, spanning both financial and real assets. These capabilities offer insights into key performance questions at the portfolio company or asset level. By enabling organizational intelligence at many levels, we help private equity firms and their portfolio companies to drive strategic business and technology transformation initiatives that help to unlock growth and profitability.

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How we can support

- Data and analytics strategy
- Data modernization, analytics, and reporting
- Data product analytics, delivery and monetization
- Data governance and platforms tooling and vendor selection
- Data and analytics DevOps, GitOps and foundry services

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Tax optimization

As private equity portfolio companies grapple with the complex landscape of taxation, strategic insight becomes crucial for informed decision-making. We offer tax advisory services at each stage of the private equity lifecycle, and we help private equity portfolio companies navigate the complex world of taxation with confidence and strategic insight. We have extensive experience with private equity groups and understand the decisions that impact EBITDA, cash tax, and the tax risk profile for exit. We help our clients in making strategic tax decisions on matters related to supply chain management, IP, treasure, legal entity structure, government incentives, indirect tax and more. This core focus forms the backdrop to our approach to tax, fundamentally focused on enhancing exit value while managing cash tax during the lifecycle.

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How we can support

- Lifecycle tax support
- Cash tax reviews
- Exit readiness reviews
- Entity rationalization

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Please click links in the table below to explore the breadth of Portfolio Value Creation services we offer. Please get in touch should you require further information.

Covered in this document			
Value protection	Performance improvement	Transformation	Executive and talent development
<ul style="list-style-type: none">Accounting advisoryGovernance, risk and controlsTax complianceTreasury advisoryCross-portfolio valuation servicesCybersecurityESG advisoryIPO readinessSOX readinessPurchase accountingPE-backed audit	<ul style="list-style-type: none">Cash and working capitalRevenue operationsFinance operations improvementCost optimizationAI, data and analyticsTax optimization	<ul style="list-style-type: none">Digital lead to cash transformationDigital ERP TransformationAI/analytics and data transformationWorkforce and talent transformationSales transformationFinance transformationSupply chain transformationCybersecurity transformationESG transformationCarve-out, stand-up, integrate and transformPortfolio rationalization carve-out	<ul style="list-style-type: none">Executive accelerators

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Contacts

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