



Emerging Growth Companies Webinar Series

What Can VC Funds and VC-Backed Companies Learn from Private Equity?

6th June 2023

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Welcome and Introduction

➤ **Duncan Down, Deloitte LLP**

Lead Partner | Emerging Growth Companies

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Creating Value in Uncertain Times

➤ **Rob Southern, Deloitte LLP**

Partner | Value Creation Services

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Treasury Impacts

➤ **Zoe Harris, Deloitte LLP**

Director | Treasury Advisory

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Industry Panel

➤ **Amy Yateman-Smith**

Partner | Livingbridge

➤ **Nick Holt**

Partner | YFM Equity Partners

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Q&A

Creating Value in Uncertain Times

Rob Southern

We are a specialist team leading companies to deliver rapid cash and EBITDA benefits

Our team focuses on delivering rapid EBITDA and cash benefits in M&A and underperformance situations

What



How



When

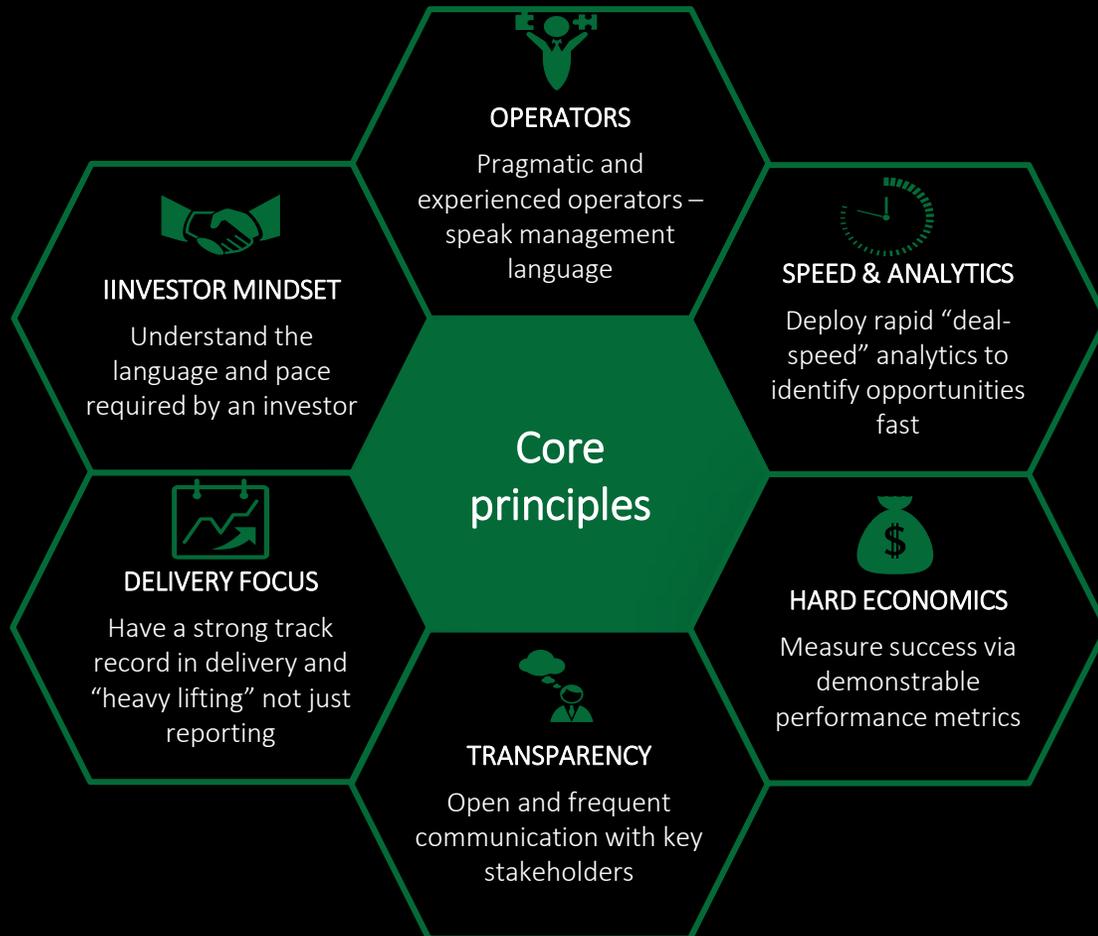


Our principles

We typically operate as small teams working side by side with our clients to drive fast, measurable and long lasting operational improvements

Key Value Creation Principles

Aimed at **creating ownership** and **engagement** across the business to **rapidly deliver success**



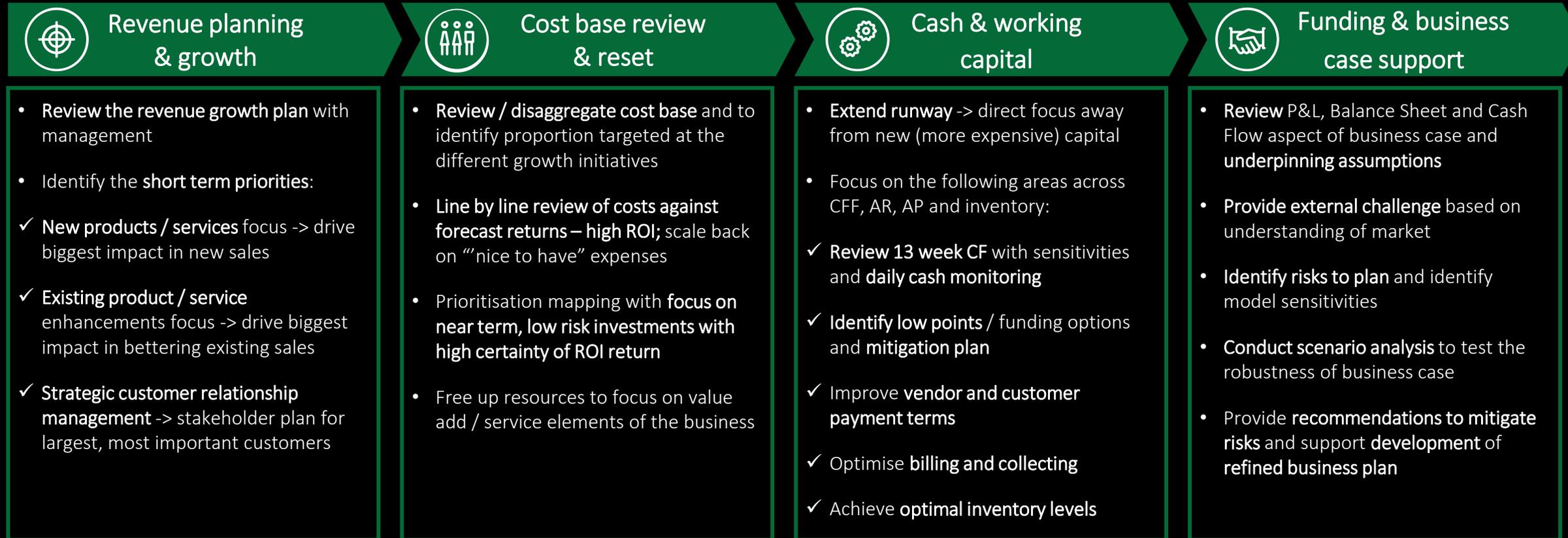
Techniques and Tools

Our methodology deploys techniques and tools to **identify** and **quantify benefits** and to **drive performance improvements**



How VCS can support capital efficiency in Emerging Growth Companies

The current macro-environment emphasises the need for EGCs to refocus their cost base and to drill down on growth-centred P&L investment on the near term priorities. This should reduce overall costs while minimising the impact on short term growth.



Outcome

Capital Efficiency Optimisation

Driving sustainable business growth through a range of strategies around revenue source & cost base prioritisation and cash optimisation.

Treasury Impacts

Zoe Harris

Treasury Impacts | What are the key areas of Treasury focus for VC?



Industry Panel

Rob Southern, Amy Yateman-Smith,
Nick Holt



➤ **Rob Southern, Deloitte LLP**
Partner | Value Creation Services



➤ **Amy Yateman-Smith**
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