



v1000

Supporting our clients to identify and deliver value in investments

September 2016

KPMG has developed an interactive analytics tool supported by dedicated value creation specialists across the firm to support more timely value-based discussions with our transaction clients.

The tool facilitates discussions at an early stage of the deal cycle on enterprise value improvement opportunities, prioritisation of initiatives and plans for delivering upside value, enabling an earlier view on implementation. Our unique 1000 day planning approach encompasses all necessary steps to verify opportunities and enables the delivery of deal value through to exit.



Discover and quantify key areas of opportunity in one place

- Discover and quantify key areas of opportunity in one place.
- Our data visualisation platform displays key value opportunities across 10 value enhancement areas to drive cash and EBITDA improvements including pricing strategy, supply chain, working capital and SG&A reductions.
- Opportunities are identified and quantified at an early stage of the deal by experienced KPMG advisors using our subject matter and sector experience supported by relevant data inputs including:
 - Target organisation’s IM/VDD data/fact book/access to the target’s data room as available.
 - Publicly available peer benchmark data (‘how does the target’s performance fare against peers?’)
 - Proprietary KPMG benchmarks collected through years of conducting engagements.
- A mix of qualitative and quantitative analysis provides a rounded view on the value of opportunities.
- We aim to turn around our initial analysis within a 3-day window – giving highly relevant insight at deal speed.

High-level overview of opportunities





Adjust assumptions and perform sensitivity analysis in a real time environment

- During a 1-2 hour facilitated discussion, adjustments can be made in the interactive tool with the impact on the improvement opportunity calculated immediately.
- The user interface is designed with executive users in mind - changing proposed targets or selecting different peers to include in a benchmarking analysis is all done at the click of a button.
- The simplicity of the interface and analysis supports rapid prioritisation of opportunity areas and informs detailed due diligence.

Real time data interaction



Here, Users can select specific peers to refine benchmarking analysis



Identify the best methods to realise enterprise value improvement opportunities

- The tool summarises the customised opportunity areas, taking into consideration the risk of delivery, estimated cost of making the necessary changes and the level of potential EV improvement – all based on end user defined assumptions and analysis.
- Users are able to select their preferred business improvement projects for the target, instantaneously producing a high-level roadmap for implementation.
- Further questions can be answered in the tool to produce a detailed 1000 day plan including enabling initiatives across all functions including IT and HR.

Identify next steps to realise value

