

Why KPMG?

We are in a unique position to help you uncover and achieve a holistic value creation outcome.

We run along-side with you in your value creation journey.



Team in ASPAC

We have established an ASPAC Centre of Excellence (COE) for Value Creation.

Our Value Creation Advisory has teams in 5 ASPAC Member Firms (Australia, China, Japan, South Korea and Singapore). In Singapore, we are uniquely positioned as a dedicated team to support our clients across ASEAN for Value Creation.



Coverage across ASEAN

- Singapore
- Indonesia
- Malaysia
- Philippines
- Thailand
- Vietnam

Global clients we have worked with

- KKR
- Blackstone
- TPG
- CVC Capital Partners
- Advent
- Bain Capital
- The Carlyle Group

Selected credentials

Confectionery Manufacturer & Retailer A leading confectionery manufacturer and retailer was acquired in 2019 – which saw a renewed focus on cash and working capital post-acquisition. Within 1 week, we identified Working Capital opportunities of up to \$65m.	Japanese Pharmaceutical Company KPMG was engaged to showcase its value creation offering based on a preliminary set of data on a portfolio Japanese pharmaceutical company for a global PE. We uncovered ¥2.1bn of upside opportunities.	Confectionery and Chocolate Manufacturer Our client in the confectionery and chocolate manufacturing business was experiencing slower revenue growth as well as slower store level profitability growth. Within 1 week, we identified potential ¥2.7bn in working capital cash release and ¥1.4bn cost reduction.
FMCG Family Business Our client, a highly profitable family business, was looking to sell to Private Equity and our analysis provided a roadmap for buyers on how to unlock this value post deal. We used data analytics to understand how to unlock cash in an FMCG business.	Hong Kong Beverage Company Our client is a Hong Kong-based beverage company. In an effort to accelerate growth, the company has expanded into adjacent categories (including fruit juice, milk, soft drinks, etc.), and new markets including China, Australia & NZ and Singapore. KPMG provided support to digitalize its value chain.	Australian Food Distribution Company Our client is one of Australia's leading food distribution companies, with a diverse portfolio of brands spanning dry groceries, confectionery, perishables and frozen foods. Identified WC as a lucrative VC lever and subsequently identified 13 initiatives to drive WC improvement.

Contact us

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KPMG

Value Creation

2020

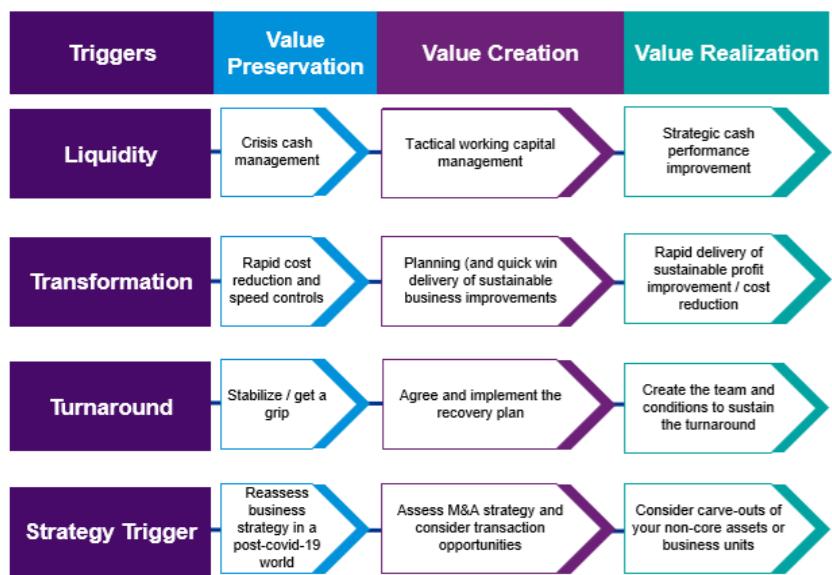
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Preserving and nurturing value

The current environment has created uncertainties in almost every industry, shifts in consumer behavior, as well as operational and supply chain disruptions.

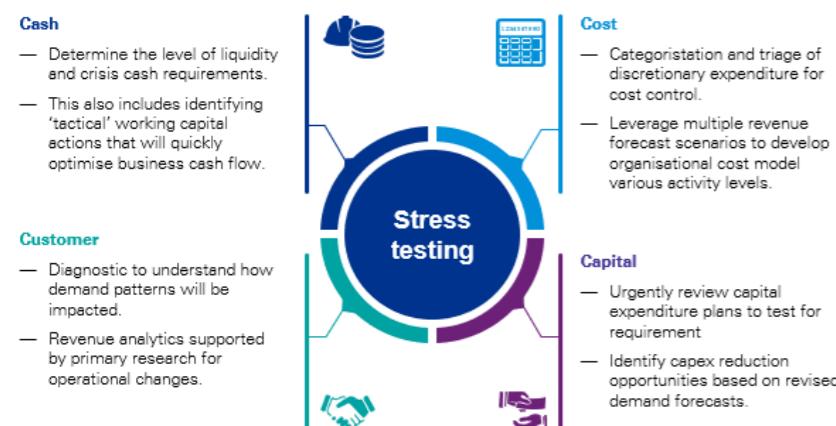
Beyond the various government initiatives that companies may be able to tap on over the short or medium term, companies that apply self-help measures to strengthen and redefine their businesses fundamentals will build stakeholder(s) confidence and emerge stronger.

Self Help Matrix



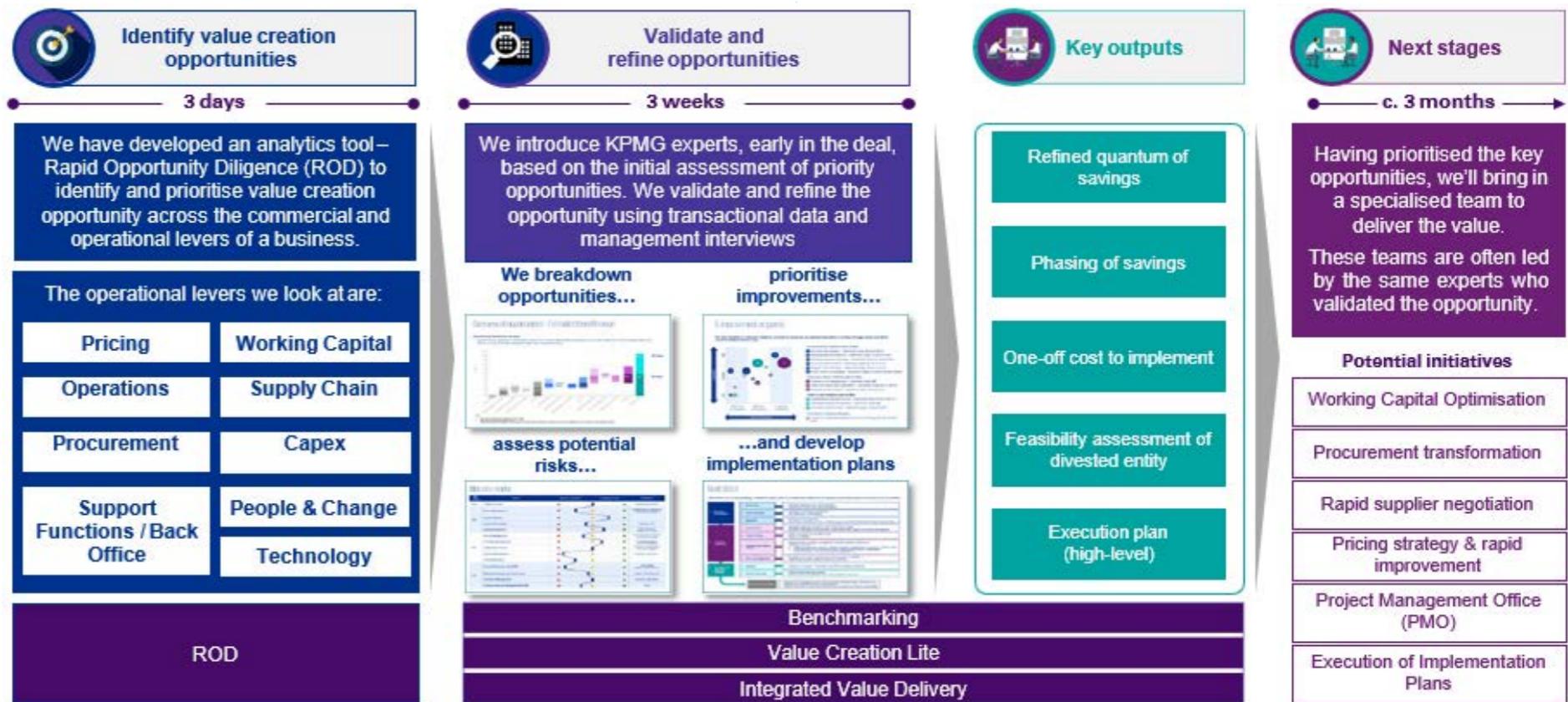
Value preservation - rapid testing

Across a 2 week period, we will undertake a rapid review of your portfolio company.



Helping you achieve Value Creation ("VC") goals

We adopt a data & analytics-driven approach to identify key commercial and operational levers on which to generate hypotheses to maximize value. This is executed at deal-speed.



KPMG's VC Offerings



Value realization for the future

Following initiation and implementation of cash preservation and creation activities, there is a need to reassess the broader business strategy to redefine your portfolio exit strategy. Key areas to consider are:

