



Accelerated Acquisition Delivers \$10 Mn in Synergies

CHALLENGE

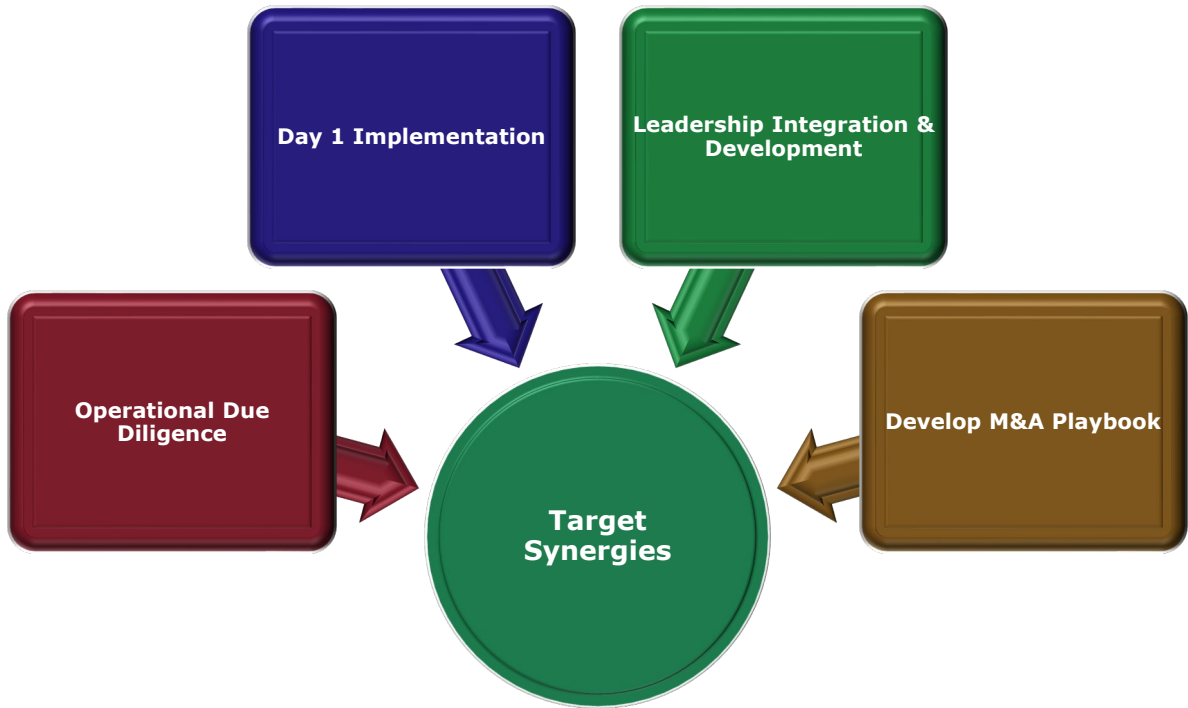
Headquartered in the United States, ChemicalCo is a privately-held distribution and manufacturing company.

We were brought on to lead the Southeast-Asian integration of ChemicalCo's first major global acquisition which would include re-engineering sales, marketing, purchasing, supply chain, R&D, finance, and HR to achieve promised synergies on time and under budget.

This would include preparing the management of ChemicalCo for the merger and overseeing pre- and post-integration processes.

APPROACH

With the support of ChemicalCo's regional and global management, we led implemented solutions to ensure **SUCCESS**.

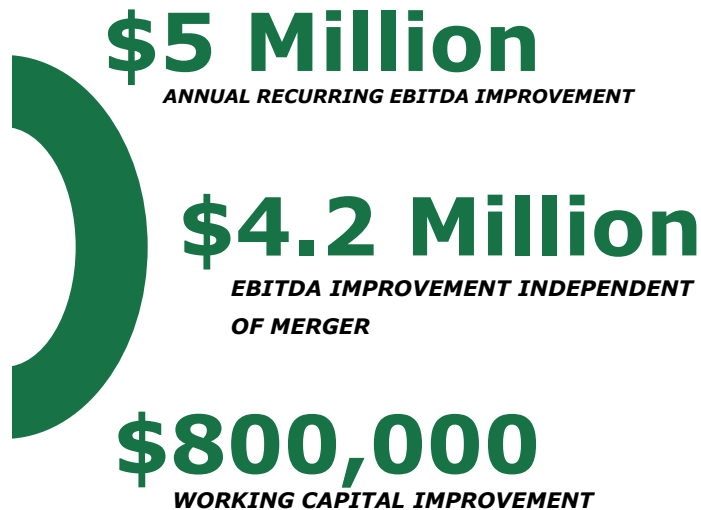


RESULTS

ChemicalCo achieved multiple benefits from the acquisition including improved **EBITDA** from synergies realized through the merger, improved **EBITDA** independent of the merger, and a one-time improvement in **WORKING CAPITAL** requirements.

'The key outcome of our planning effort was to ensure that Day 1 was executed flawlessly, with little impact on customers, employees and suppliers. The merged business should not skip a beat on Day 1. The other target was to craft a robust synergy assessment and capture plan so that we could immediately begin executing redundancy elimination and consolidation efficiencies post-close.'

Chief Executive Officer
ChemicalCo



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