

“Restructuring - Warrented”

Rapid restructuring success with zero investment risk

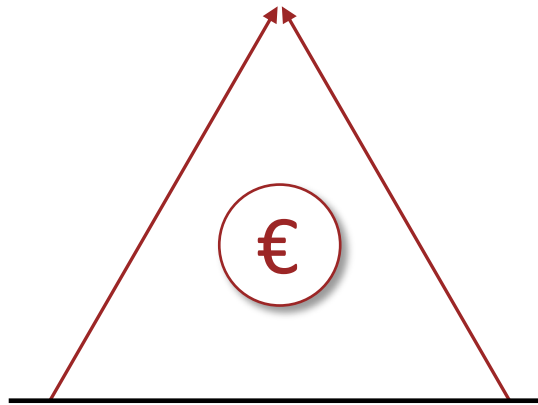
August 2020

Tangible profit protection and improvement results by combining business judgment with real digital clout

VALUE PROPOSITION

Reduce costs, raise the performance, and improve the bottom line

In a very short time
Without additional effort
At minimal investment risk



THERON

Universal Business Judgment

Tested approaches as well as numerous insights
from decades of experience

Immediate concentration on effective levers
validated in practical application

SCIENCEWORCS

Real Digital Clout

High velocity while, at the same time, meticulous and
careful analysis of big multi-sourced data sets

Accuracy and precision from inclusion of data from all
relevant business transactions

Minimal investment risks means, we work in „Profit as a Service“ mode

PROFIT AS A SERVICE - OFFER

Profit As A Service



Minimal investment risks means, we work in „Profit as a Service“ mode

- Consulting fees corresponding to share of earnings growth at the end of work
- Key performance indicator and way of calculation determined in term sheet at the beginning

Effort split equally among client and Theron

- Client provides time, data, and internal knowledge; Theron delivers analytics, external perspective and process moderation
- Client selects measures to be implemented from longlist; Theron hands over detailed information required for implementation and tracking

Minimal investment risk due to Profit as a Service offering

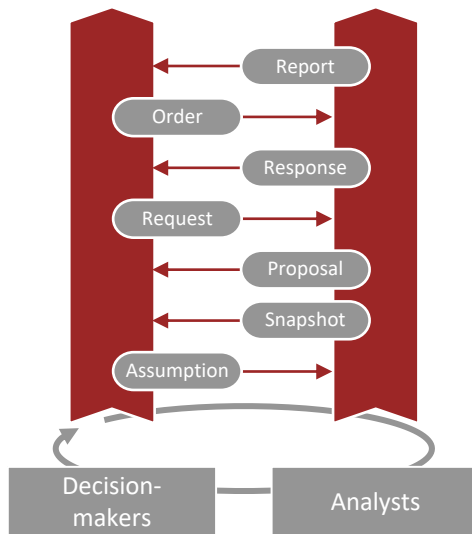
- No „Pig in a poke“ – clear expectations as to costs and results
- Maximum focus on bottom-line improvements
- Top management onboarded and highly involved from the start
- Favorable message for communication with all company stakeholders

Our modus operandi warrants a high degree of integration of decision-makers and analysts through intense interaction during the entire activity

INTEGRATION OF MANAGEMENT AND ANALYSTS

High degree of integration of decision-makers and analysts through honing of facts during continued, often daily interaction between management and functional experts

Fact-based decisions



High degree of integration is the key factor of success for rapid, high-quality decisions

- Constant focus on the most important levers from a management point of view
- Step-by-step alignment of questions and answers
- Utmost level of management’s involvement throughout the entire process

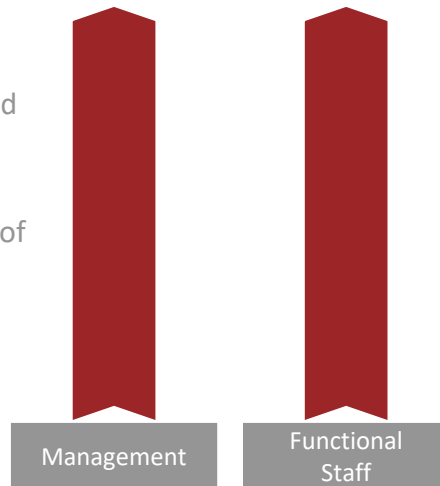
No additional stand-alone project required to warrant the promised results

ORGANIZATIONAL INTEGRATION

Analytical effort organized as content-related, methodical and capacitive reinforcement of already ongoing cost reduction and performance improvement activities

More efficient decision making

- Performance increase and cost reduction receives main management attention anyway
- Digital cloud allows quick and repeated adjustment of the questions for day-to-day business at hand Exploiting of all technical possibilities for organizing short-term- and remote meetings creates additional degrees of freedom



More effective preparation

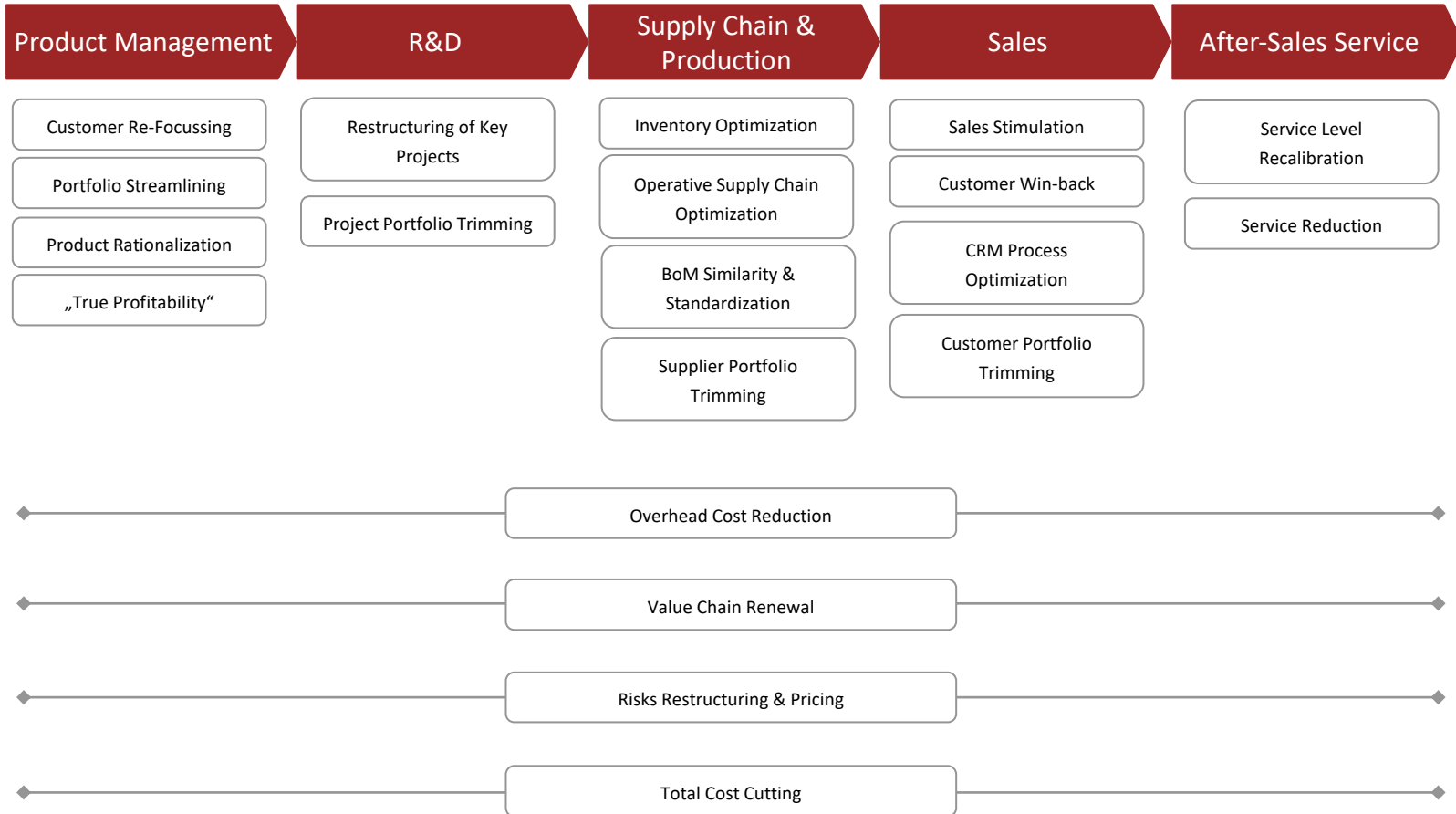
- Alignment of the analysis work to the topics prioritized by management is indispensable anyway
- During analytical work partially shifting of scope on the most actual focal points is typically possible
- New degrees of freedom and motivation from immediate job enrichment and steep learning when working with external experts and specialists

No additional effort, no stand-alone project

- Integration of analyses, interaction between management and functional staff, and decision-making in ongoing activities of management process and decision support for the business
- No additional workload for super-scarce resource
- Highly motivating and steep learning curve of client staff in Data Intelligence Team creates immediate curiosity for innovative analytical possibilities

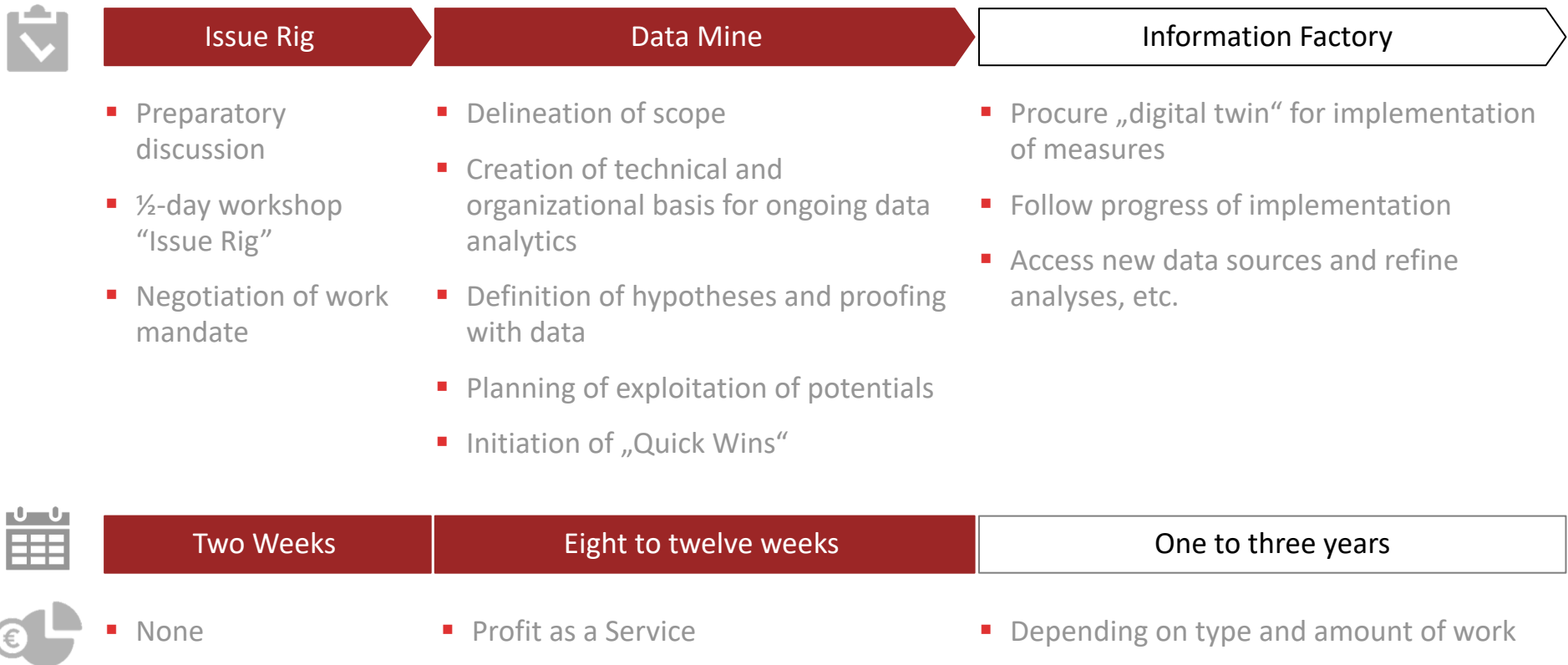
Depending on a company's situation, various restructuring activities are suitable for the Profit as a Service approach

EXAMPLES OF RESTRUCTURING ACTIVITIES



Depending on the topic, the analysis leads to a concrete plan to exploit available restructuring potential within eight to twelve weeks

APPROACH



Focus of the Profit as a Service offer