

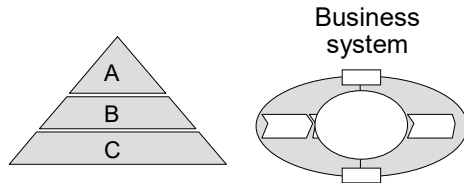


RADAR

Rapid Assessment of Durability and Risk

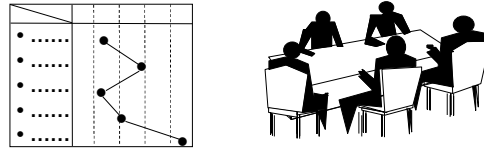
Solution: Rapid Durability and Risk Analysis - straight to the point

Objectives



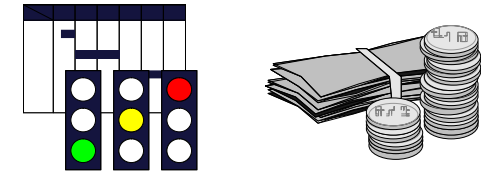
- Structured analysis target company
- Quick and focused assessment
- Identification of risks and bottle necks/ barriers
- Validation of planning/ scenarios
- Review of existing plan

Working Steps



- Data analysis
 - Financial statements
 - Planning/ reporting
 - Market/ competition
 - Benchmarks
- Interviews/ workshops/ visits
 - Management/ staff
 - Suppliers/ customers
 - Strategy/ structure workshop
 - Site analysis

Results



- Comprehensive clarification of potential issues, barriers
- Independent view
- Clear recommendations
- Summary report/ bank standard
- Decision support

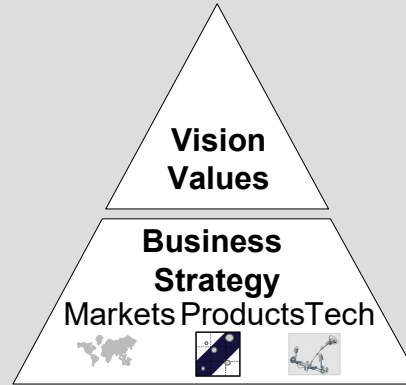
Rapid and reliable judgment on business status

Performance assessment to comprise of four topics

5 days

Business risk

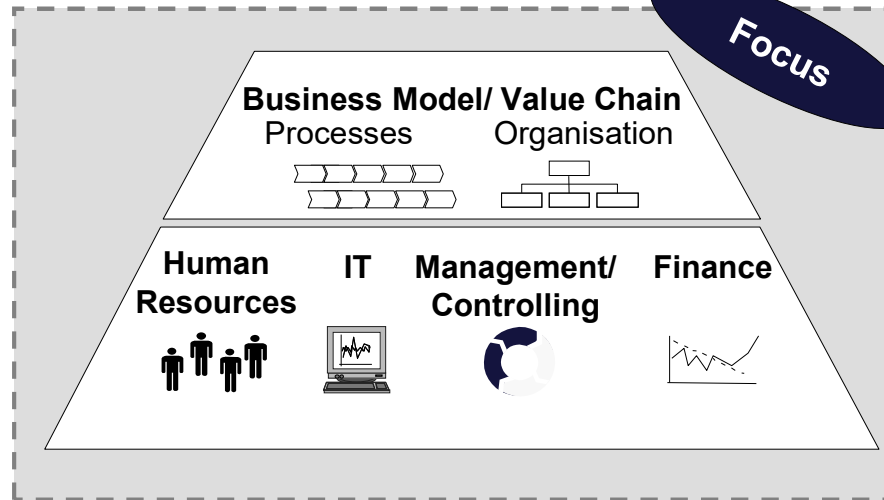
- Performance projections
- KPI evolution
- Sensitivity gap and economic development



Competitive position

- Market forces dynamics
- Undergoing developments
- Strengths and weaknesses

- Cash position / generation
- Financial solidity
- Capital / Cost structure



Focus

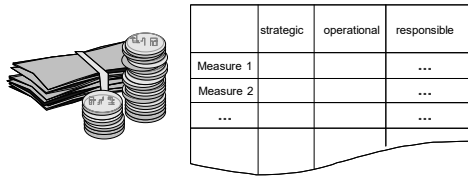
- Efficiency / Productivity
- Benchmarking
- Operational risk

Financial indicators

Operations

Structured and focused approach for a rapid diagnosis

Financial indicators



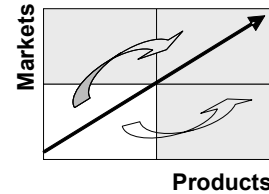
- Liquidity / Solvency
- Capital / Shareholder structure and requirements
- Cash flow
- Revenues / Earnings development

Desk research

Results

Financial structure
Sustainability/ Solvency

Operations



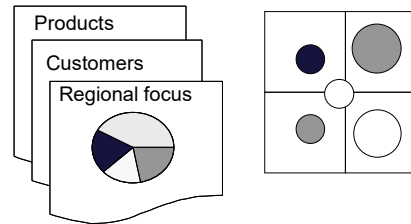
- Order book
- Supply chain efficiencies
- Customers and suppliers base
- R&D expenses / overheads

Interviews

Results

Operational structure
Efficiency/ Effectiveness

Competitive position



- Positioning / USP
- SWOT analysis
- Market forces dynamics
- Market development
- Product pipeline

Workshops

Results

Market forces
assessment

Business risk



- BP forecasts plausibility
- Implied assumptions matching
- Market expectations
- Cost flexibility / rigidity
- KPI sensitivity

Desk research

Results

Multiple business
projections

Tight and structured project organisation to deliver results on day-5

	Day 1		Day 2		Day 3		Day 4		Day 5	
	am	pm	am	pm	am	pm	am	pm	am	pm
Financial indicators <ul style="list-style-type: none"> • Data analysis 	■						■ Report generation		■ Presentation	
Operations <ul style="list-style-type: none"> • Interviews • Data analysis 			■							
Competitive position <ul style="list-style-type: none"> • Market analysis • Data analysis • Interviews • Workshops 	■		■							
Business risk <ul style="list-style-type: none"> • Data analysis • Workshops 					■					

■ Performed in house ■ Performed on site

ADMETAM-Publications

- We would like to have a formal presentation of the subject „Radar“

We are interested in other ADMETAM topics:

- Market-oriented restructuring
- Strategic realignment

Fax reply to: + 49 (0) 69 95932 5200

Address:

Company: _____

Name, first name: _____

Job title: _____

Postal code, city: _____

Phone: _____

Fax: _____

E-Mail: _____

ADMETAM Business Consultants GmbH

The Squire 12
Am Flughafen
D - 60549 Frankfurt/ Main

Phone: +49 (0) 69 95932 5028
Fax: +49 (0) 69 95932 5200

Mail: contact@admetam.com

Contact

Dr. Armin Mueller
Managing Partner
a.mueller@admetam.com

Dr. Manfred Puhlmann
Partner
m.puhlmann@admetam.com

Website: www.admetam.com