Success cases
Here are some of our most relevant results after the Technical and Operational Due Diligence process.

**Energy**

**Buyer description:** 100 power plants, present in 3 continents and 18 countries and more than 4.300 MW in operation

**Results:**
- Average of 91% of not predicted CAPEX based on the clients’ initial projection;
- Over US$ 4MM of Risk CAPEX identified.

**Fuel**

**Buyer description:** One of the main sugar cane ethanol producers in Brazil, with 73 millions tons of sugar cane grinded per year

**Results:**
- Average OPEX reduction of 2% on maintenance contracts;
- Over US$ 2MM of Risk CAPEX identified and over US$ 10MM of not predicted (hidden) CAPEX.

**Health**

**Target description:** One of the largest hospital groups with 400 beds in the intensive units and 25 operating rooms

**Results:**
- Approximately 5m dollars of identified regulatory risks;
- Over US$ 8MM earning opportunities, only through increased revenue and operating margin.

**Telecom**

**Target description:** One of the biggest telecommunication infrastructures in Brazil with over 3.000 corporate clients in 14 states

**Results:**
- Over US$ 20MM of not predicted (hidden) CAPEX;
- Sample of 27 visited sites with 81% of the assets inspected.

**Automotive**

**Target description:** One of the most important manufacturer of brake pads, with more than 30 years in the market

**Results:**
- Over US$ 3 MM not predicted CAPEX (hidden) and US$ 10 MM in reduced transaction price;
- Determination of adequate sequence of the action plan to NR12 (safety standard) adherence.

**Organic Foods**

**Target description:** One of the leaders in the segment of natural and organic food, with gross revenues over BRL 60MM

**Results:**
- Opportunity to double the production of one of the main products only with the reorganization of machine’s utilization;
- Identified regulatory risks in the supply of organic raw material.