

## 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.



### 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.



### 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.



### 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.



### 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.



### 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.