



## Managed Exit

A range of services helping clients deal with non-core or underperforming business operations.

We work with clients to review and evaluate the main options:

- **Fix** and retain
- **Sell** or
- **Close down**

When “fix and retain” is not practicable, we will plan, cost and implement **optimal exit** options.

Our focus is on understanding the client’s key drivers and helping deliver value.



## Clients

Typically **large and complex** groups, often with overseas ownership.

Non-core and underperforming business operations are a **drag on earnings** but may have been considered too difficult or time consuming to resolve.

Managed Exit **provides focus** and applies a wide range of skills to deal with the most demanding situations.



## Adding value

Managed Exit **enhances value** by:

- **Releasing capital** to better invest elsewhere
- **Reducing ongoing costs**
- **Optimising realisations** (by sale, tax, debtors, fixed assets)
- **Freeing up board / senior management** to focus on the core business
- **Bringing rigour** and ensuring the project meets timescales and budgets



## Warning Signs

Managed Exit assignments have been driven by factors such as:

- Market/investor demands
- Post transaction
- Regulatory changes
- Sector pressures
- Financial under-performance
- Site consolidation or relocation
- Strategic Change
- A sale value less than wind down value

# Managed Exit

Are you a high-performing group with a non-core or underperforming part of your business?