



We have delivered a ROI in excess of 4:1 for more than 50 PE firms and over 100 portfolio companies

We provide a unique 100% guarantee of engagement fees based on annualized savings\*

Maine Pointe is a supply chain and operations consulting firm that works with private equity firms and their portfolio executives around the world to rapidly increase **EBITDA, cash flow and growth**.

Our team of industry specialists deliver due diligence, analysis and implementation services that drive sustainable benefits across the areas of procurement, logistics and operations in both asset intensive and asset-light businesses.

#### Example PE Firm clients:

- |                        |                        |
|------------------------|------------------------|
| ■ AEA Investors        | ■ Kohlberg & Company   |
| ■ Aurora Capital       | ■ Mill Road Capital    |
| ■ Bain Capital         | ■ SK Capital           |
| ■ Centre Lane Partners | ■ Sun Capital          |
| ■ Charlesbank          | ■ The Carlyle Group    |
| ■ H.I.G. Capital       | ■ The Jordan Companies |
| ■ Invesco              | ■ Wellspring Capital   |

We develop long-term relationships with PE firms, supporting operating partners, portfolio support groups, deal partners and company CEOs by addressing capacity and capability challenges to realize operational improvements at an accelerated pace.

#### Engage us early to:

- Achieve a 40%-100% injection of near-term cash flow and EBITDA enhancements
- Significantly reduce your average holding period by 1-3 years
- Improve multiples and exit quality
- Increase supply chain operational savings and organizational readiness

## Portfolio Company CEOs

We understand the challenges faced by Portfolio Company CEOs – more specially the need to deliver measurable performance improvements, fast. Our proven methodology and experienced teams work closely with CEOs and their staff to accelerate measurable improvement across the buy-make-move-fulfill supply chain, eliminating functional boundaries to deliver the **greatest value to customers at the lowest cost to business**.

#### Our approach helps executives:

- Accelerate improvements to enhance EBITDA and cash flow, fuelling growth
- Quickly identify and implement operational improvements
- Optimize the global supply chain via our **Total Value Optimization™ (TVO)** model
- Align the company leadership and operations teams with the PE firm's strategic imperatives, transformation agenda and financial goals
- Reduce the burdens of transformational implementation
- Assess skill sets and provide training to sustain benefits

## Clients Speak

*"After applying TVO across three corporations, both public and private equity owned, we generated \$290M in EBITDA, \$310M in cash and growth through improved customer responsiveness. **Every company and CEO should consider implementing TVO.**"* Jim Voss, CEO, Vectra.



## How We Work

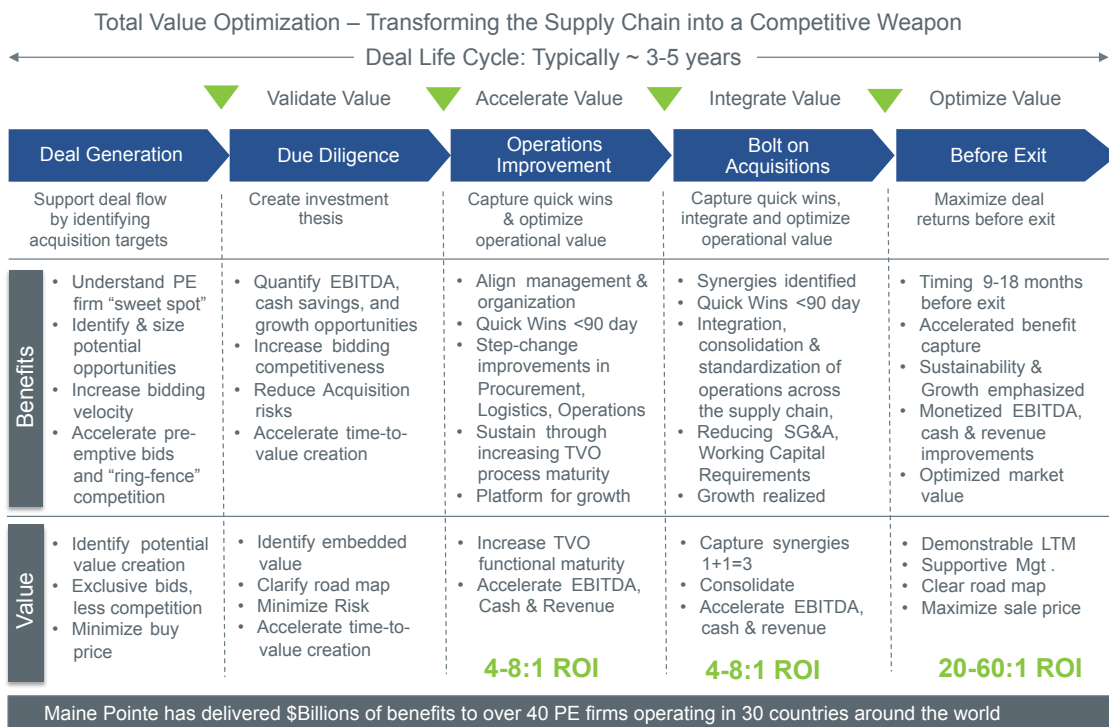
Our hands-on implementation experts work with private equity partners, portfolio company CEOs and their teams to rapidly move up the Total Value Optimization Maturity Curve™ by:

- Identifying and quantifying the real opportunity
- Identifying current constraints and barriers
- Creating a robust and measurable business case with a clear ROI
- Developing a pragmatic roadmap for accelerated results
- Working closely with clients to implement and track measurable improvements
- Infusing best practice and delivering a quantifiable ROI
- Training, mentoring and enhancing internal teams for sustainable performance

## Our approach helps:

- Identify and accelerate performance improvements to ultimately increase EBITDA and valuations
- Clear the pathway to add-on acquisitions
- Significantly improve portfolio company liquidity
- Accelerate your release from financial covenants
- Create better fund performance to more easily attract capital
- Provide in-house teams with additional horsepower and specialist expertise in the areas of logistics, procurement and operations
- Complement internal consulting teams with specialist resources

## Driving Value Throughout the PE Deal Lifecycle



## Why Maine Pointe?

Because of our:

- **Unique 100% engagement fee guarantee** which mitigates the risk of the investment required to capture the value
- Experience and track record, having delivered **billions of dollars in value improvements** for PE clients around the world
- Proven ability to **accelerate** improvements in both EBITDA and cash

Have a particular operational challenge you would like to discuss?  
To talk it through with one of our executives.  
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## Our Private Equity Leaders



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**Joe Esteves**  
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