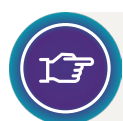


Business transformation services

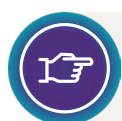
Accelerating growth and excellence through strategic change and optimising operations



Crucial questions to address to accelerate growth



How do we improve our performance to achieve our strategic goals?



Which location will be the most suitable for setting up a new office/manufacturing facility?



How do we ensure our purchasing prices are rightly benchmarked?



How do we align integration to synergy realisation in a transaction?



How do we increase market share in the current products/services & markets?



How to plan and budget for each operation system in the business?



How to maximise business performance through effective financial planning and analysis?



How do we unlock the growth potential of our workforce to drive the business?



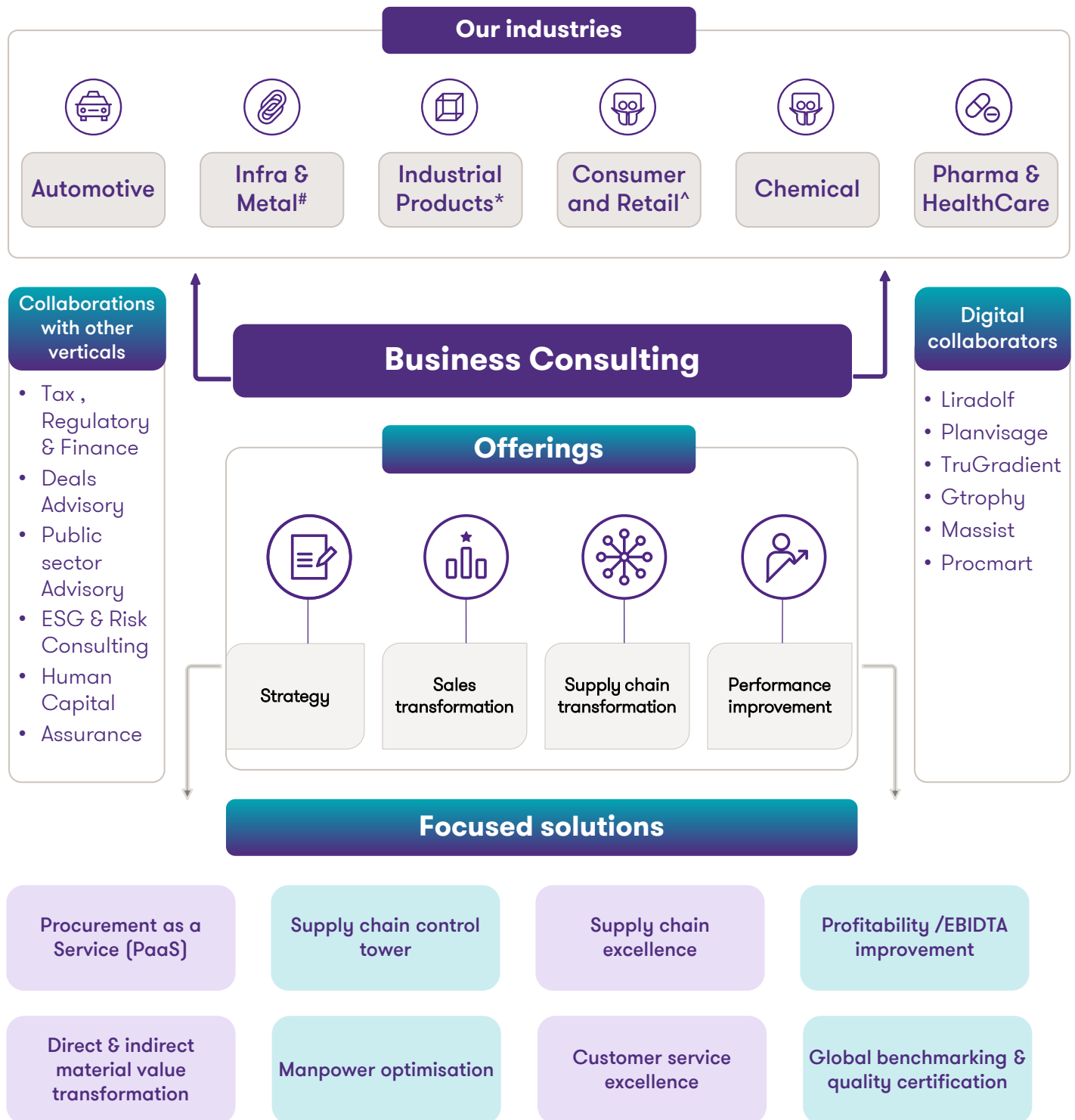
Does your process infrastructure address the needs of current stakeholders, investors?



How do we align supply chain with our business strategy and operate at optimum cost?

If you have struggled to answer the questions above, it is time for you to prepare for the changing dynamics of businesses and make informed decisions. Our team advises leading private equity firms, corporate clients and multi-lateral development banks.

Business Consulting practice overview



- [#]Infra & Metal includes EPC, Cement, Steel, Building products
- ^{*}Industrial Products includes Engineering, Wires & Cables, Textile, Paper, Plastics & Packaging
- [^]Consumer & Retail includes FMCG, FMCD, Food, Apparel, Footwear etc.

How Grant Thornton Bharat can help

Our solutions are supported by industry knowledge, our extensive network of clients, and our primary research capabilities, all of which help us overcome the complexities.



Sales transformation

- Rapid appointment of high-quality channel partners
- Rationalisation of current channel spread
- Specialised sales maturity tools are used to diagnose needs



Supply chain

- Reinvent supply chain ecosystem to build business continuity
- We develop end-to-end supply chain strategy



Performance improvement

- Transform business purpose, model and efficiency for long-term sustained improvement
- Our functional experience is used to improve capabilities



Diversification strategy

- Identify new products, services, or markets that differ from its current offerings
- Manage risk, increase revenue, and achieve greater profitability



Growth strategy

- Diagnose organisational needs by helping clients to achieve profitable growth
- Assist with location assessment, feasibility study & 'Go-no-go' assessments



Human Capital Consulting

- Create a productive and value-driven workforce
- We leverage technology and industry insights to design each aspect of work



Annual operating plan

- We focus on integrated business planning approach that drives operations
- An annual operating plan along with KPIs are prepared



Business excellence

- Process transformation for performance improvement
- Develop business excellence frameworks based on best practices



Cost optimisation

- Support businesses in EBITDA improvement initiatives such as direct & indirect spend value transformation
- We develop custom approaches tailored to maximise cost benefits

Our offering leaders

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Shaping Vibrant Bharat

A member of Grant Thornton International Ltd., Grant Thornton Bharat is at the forefront of helping reshape the values in the profession. We are helping shape various industry ecosystems through our work across Assurance, Tax, Risk, Transactions, Technology and Consulting, and are going beyond to shape a more **#VibrantBharat**.

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