



Deal Advisory – The Strategy Group

In-depth Guide

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You will join teams with a vibrant mix of expertise, industry experience and consulting skills, and get to work with bright individuals who have fun both inside and outside of work. You will work with some of the largest and best-known organisations in the world, from a broad variety of sectors and respond to a wide variety of challenges - every project and every day is different.

As specialists in the field, clients often seek our advice in response to the following strategic questions/issues:

- What are the options to grow/transform their business considering market, competitive and regulatory changes?
- Which markets should they enter and how?
- What are the opportunities to drive EBITDA (earnings before interest, taxes, depreciation and amortisation) improvement and how do they execute them effectively?
- What is the true cost of serving their customers and how profitable are their products?
- What is the most appropriate deal type (e.g. acquisition, Joint Venture etc.)?
- What are the potential upsides/risks to the business plan assumptions?

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