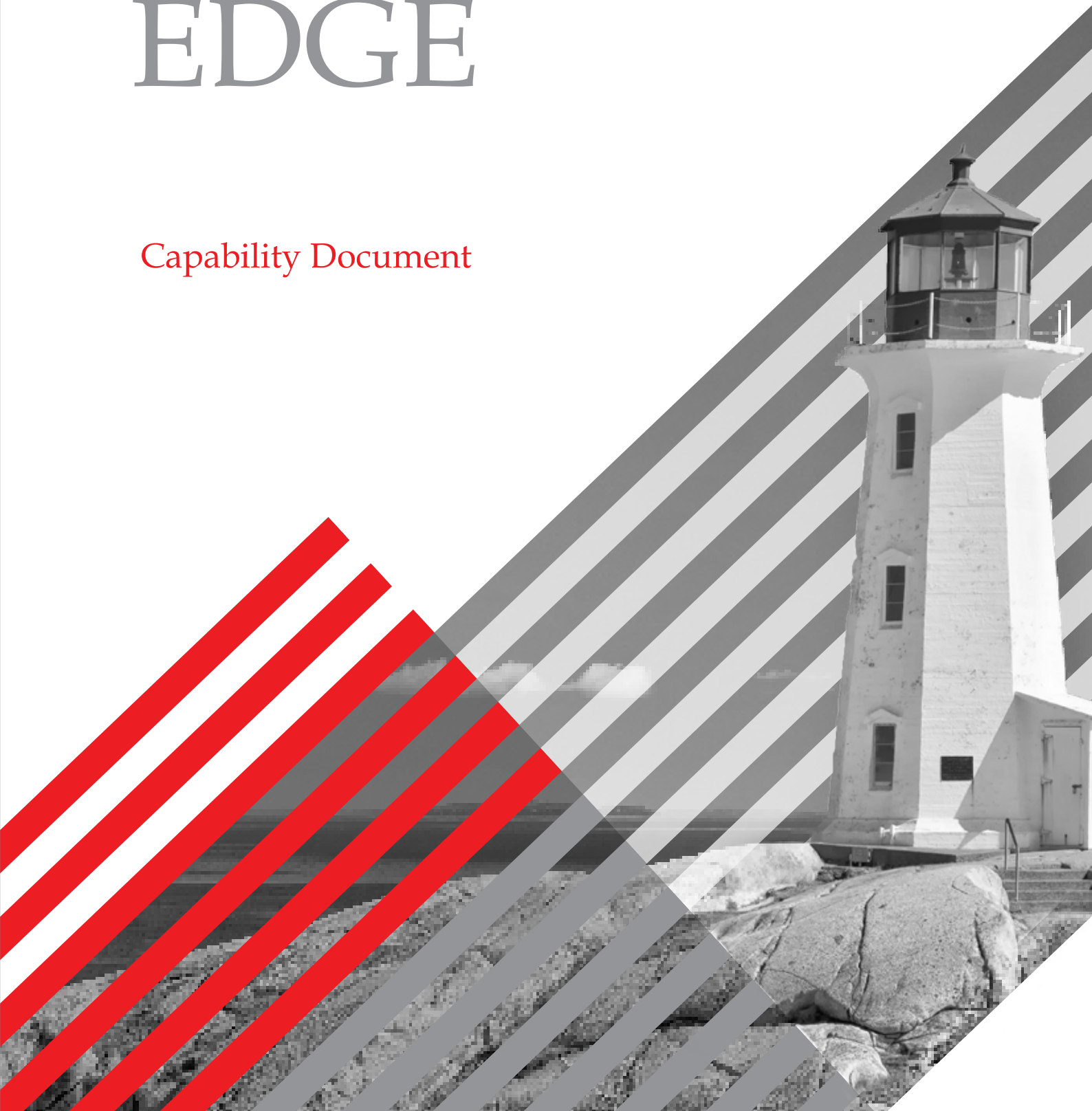


EXECUTION EDGE

Capability Document





**Your trusted
business partner.**

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www.executionedge.net



A winning experience with Execution Edge

Since 2014, we have partnered with many indigenous organizations to develop winning strategies. We assisted a local oil and gas operating company to successfully set up and run its operations from inception to becoming one of the leading indigenous oil and gas firms with a workforce of well over 200 staff and daily production in excess of 40,000bpd.

Our partnership was anchored on providing Executive Secondment with a clear mandate to turn the SPV into an operational company, ensure a smooth takeover/handover of the asset from the seller, including hiring the right talent, stabilizing production and implementing the required strategies for growth.

Meet Execution Edge

Execution Edge (EE) is an advisory and management consulting firm with strong capabilities and experience in the development and execution of strategy.

We partner with our clients to achieve success by providing value-driven financial and enterprise transformation solutions. Our services cut across various facets of businesses, governments and institutions.

With a team of highly skilled and experienced professionals, we deliver innovative and practical “hands on” advisory services that will give our clients a competitive edge in the market place.

Client Focused

Value Proposition

We combine executive leadership experience, strong commercial knowledge and analytical skills to ensure that our clients receive optimal value in their activities.

We are differentiated by a deep understanding of our chosen markets, multi-industry and multi-disciplinary leadership experience and delivery of superior value to our clients.

Our capabilities include the following:

- Strategy
- Business Process Improvement
- Finance Function Effectiveness
- Corporate Finance and Tax Advisory
- Information Technology
- Governance, Risk and Compliance
- Human Capital Management
- Production Management Services
- Project Delivery and Value Assurance
- Business Reconstruction and Recovery
- Marginal Fields Acquisition and Development

Our Vision

To be the African consulting and strategic business solutions firm of choice.



Our Mission

We make strategy work.



Our Brands

- **EE Haroun Consulting Limited**
Consulting & Advisory focused on Public Sector
- **EE Corporate Finance Limited**
Corporate Finance & Financial Advisory Services
- **EE Capital Limited**
Private Equity Capital & Investment Management Services
- **EE Reconstruction & Recovery Limited**
Turnaround: Business Re-engineering, Financial Restructuring & Advisory
- **EE Energy Producing Company Limited**
E&P and Other Energy Value Chain Portfolio Investments
- **EE O&G Production Management Services Limited**
Oil & Gas Management Services across the E&P Value Chain
- **EE Combines & Concerns Limited**
Emerging Opportunities with High Growth Potential

We Possess

A wealth of international experience and local market knowledge...

Deep Market, Industry and Technical Expertise

100+ years of management level experience.

Sound understanding/hands-on experience of fiscal and regulatory frameworks,

Our partner was a key architect for the development of the West Africa Gas Pipeline Masterplan,

Successful delivery of multi-billion dollar local and multi-national projects.

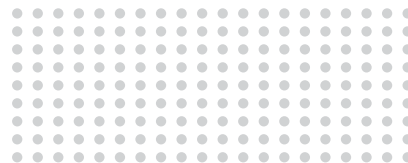
An Experienced Business Management Team

50+ years of executive level industry experience.

Our Leadership comprises the:

Past Managing Partner PwC, West Africa,
Past CEO of SPDC,
Former CEO of NLNG and,
Past CEO of Heineken, Sierra Leone.

Skilled, Experienced and Action-Oriented Workforce



External Relationships and Professional Networks

Our Leadership team has extensive relationship with stakeholders across the business environment including regulators, operators, and consumer groups especially in the Public Sector, Financial Services, Energy, FMCG and Telecommunications.

A Work Approach that delivers Desired Results



Our methodology considers key stakeholders, industry standards, business goals and commercial value drivers.



We create strategic partnerships with clients to ensure proffered solutions are executed within expected constraints.

Exceptional Leadership

An experienced business management team with an impressive professional portfolio garnered over 50+ combined years of executive level industry participation.

Ken joined Price Waterhouse in London in 1978 and moved to Price Waterhouse Nigeria in 1988. In 2004, he became the CEO of PwC Nigeria and West Africa. In that capacity he was also a member of the PwC Africa Executive Committee.

Ken holds a B.Sc.(Eng.) degree in Mechanical Engineering from Imperial College, London University, and over 36 years' experience in the provision of assurance, taxation, business advisory, and consulting services.. He specialises in strategic planning, tax advisory, enterprise transformation and business reconstruction across several sectors most notably banking, insurance and other financial institutions.



Ken Igbokwe
Chairman
+234 (0) 802 290 5239

He is a Member, the Institute of Chartered Accountants of England & Wales, and Nigeria; Member, City and Guilds Institute London; Member, Chartered Institute of Taxation of Nigeria, and Member, Business Recovery & Insolvency Practitioners Association of Nigeria.

Chima was a Director in charge, Oil and Gas Advisory Practice of PwC Nigeria 2012 – 2014.

Prior to joining Execution Edge, he was the MD/CEO of Nigeria LNG Ltd from 2008 to 2012. During that period, he was also the Exec. VP of Bonny Gas Transport Limited.

Before then he was the Managing Director of Shell Nigeria Exploration and Production Company Ltd



Chima Ibeneche
Partner/Executive Director
+234 (0) 803 406 2406

(SNEPCo) between 2004 and 2007. And, before that he was Chief Petroleum Engineer of Shell Nigeria.

Between 2003 and 2004, Chima led the organizational change in Shell in Nigeria, code named 'SoFu', which led to the reorganization of Shell companies in Nigeria and the establishment of Shell E&P Africa offices in Lagos.

Chima holds a B.Sc.(Eng.) degree in Electrical Engineering from the University of Nigeria and has won many awards in the Oil & Gas Industry.

Dr. Okechukwu studied Mechanical Engineering at the University of Manchester, UK, where he obtained a BSc (First Class Honors, 1977) and a PhD (1982).

He started his career as an engineer with Nigerian Breweries Plc in 1982 and became the Engineering Manager in 1992.

In 1996, he was "seconded" to Shell Petroleum Development Company of Nigeria (SPDC) to set up the Special Intensive Technical Training Programme (SITP) for fresh graduates. He returned to NB Plc in January, 1999 and served as the Executive Director Human Resource and Customer Service.

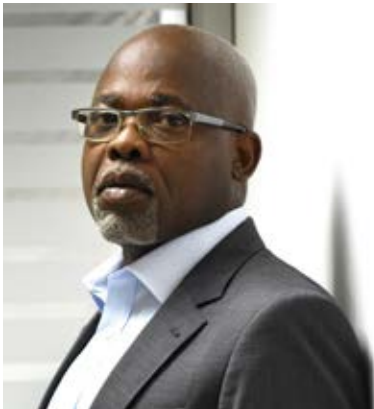


Dr. Okechukwu Mbonu
Partner/Executive Director
+234 (0) 705 656 9274

Thereafter, he was appointed the Managing Director/Chief Executive Officer of Sierra Leone Brewery Limited (SLBL), Sierra Leone. He joined PricewaterhouseCoopers in November 2009, and led multiple strategy planning engagements for conglomerates, banks and other financial services institutions.

Our consultants are highly skilled with experiences spanning both local and international markets.

Malije joined Shell Petroleum Development Company (SPDC) in 1991 and has over 23 years experience with Shell in many areas of the Oil/Gas industry, in Nigeria and overseas (UK, The Netherlands and Singapore).



Malije Okoye
Partner/Chief Executive Officer
+234 (0) 909 039 0890

He served in various areas of Shell's business, including; Project Engineering and Management, Contracting & Procurement, Development Planning/Engineering, Asset Management, Real Estate & Infrastructure and Engineering/Technical Management.

He held various senior management positions with Shell Nigeria Exploration and production Company (SNEPCo) which included Manager, Engineering & Asset Support; Real Estate & Infrastructure Manager for Nigeria and Non Operated Ventures Manager.

Malije holds a B.Eng. (Hons) from the University of Benin, is a COREN Registered Engineer and an alumnus of Wharton Business School, Philadelphia, US and IMD, Lausanne, Switzerland..

Terkimbi Ibunde joined PricewaterhouseCoopers (PwC) in 1997 and worked with both Nigerian and US firms between 1997 and 2005.

He joined Shell Nigeria Exploration and Production Company (SNEPCo) at the end of 2005 and held several local and regional (Nigeria and Gabon) Finance leadership roles.

He also has over 20 years combined experience in oil and gas industry as well as in the provision of assurance, taxation, advisory, and consulting services.



Terkimbi Ibunde
Partner/Chief Operating Officer
+234 (0) 817 705 2158

Terkimbi has a B.Sc. Accounting degree from the University of Calabar and an MBA from the Warwick Business School, UK.

He is also an Associate member of the Chartered Institute of Management Accountants, UK as well as the Institute of Chartered Accountants of Nigeria.

Emeka joined Shell Petroleum Development Company (SPDC) in 1992 and had over 22 years experience both in Nigeria and overseas (Malaysia and The Netherlands).

Emeka has expertise in Oil and Gas Facilities Operation and Maintenance as well as Business Process Improvement Implementation and Change Management. He held various Senior Management positions in SPDC and Shell Global Solutions including Competence, Operational Excellence and Continuous Improvement Manager and Member of Shell Nigeria Production Leadership Team.

He was also a Lean Implementation Manager and member of the Shell Nigeria Development Leadership Team and was a non-operated and third-party Service Manager, Netherlands, as well as an Offshore Installation Manager, in Malaysia.



Emeka Maduekwe
Director
+234 (0) 816 357 0909

Emeka is a COREN registered Engineer with a BSc Electrical Engineering from The University of Lagos and a BTEC diploma in Offshore Oil Installation Management.



We possess over 50+ years of executive management experience and deep industry knowledge spanning both local and international markets, we are positioned as reliable strategic partners, helping our clients achieve their growth ambitions in a sustainable and profitable manner.

Strategy

Is your business strategy well thought out, articulated and properly communicated to all your key stakeholders?



We utilize deep industry and technical knowledge, supported by in-depth rigorous market and financial analysis, to provide unique insights to ensure that your strategy delivers the best results for your business at all levels especially around transaction services, valuation, economics, brand/intellectual property management and risk management.

We can help in:

Analysing your business environment,

Evaluating and validating your corporate and business strategy,

Effectively communicating your strategy within your organisation to achieve a "shared vision",

Assessing the efficacy and cost implications of business decisions,

Managing for business or transactional uncertainty to improve stakeholder value,

Ensuring the smooth integration of resources into your operations,

Monitoring and Evaluating the effectiveness of your operational strategy.

Business Process Improvement

One of the key factors to success in today's fast paced and challenging business environment is the ability to optimize.

This environment is driven by a culture of continuous improvement in the organization. We bring capabilities in management and business process improvement that will help companies eliminate bottlenecks, streamline their operating processes and transform their entire value chain.

We assist our clients in operating sustainably by cutting wastes in all core and supporting functions thereby improving customer value. We are able to deliver enhanced business performance, improve bottom-line savings and business growth by applying proven cost management methodologies to facilitate agile responses to changing conditions.

We can help you in:

- Developing a practical framework that

supports you in improving operating processes, reducing cost, capturing lost revenue or improving service levels across the entire value chain,

- Improving operational performance by reducing your inefficiency and waste as well as improving decision-making processes,
- Enhancing the effectiveness of your physical supply chain,
- Developing a sustainable business model that successfully promotes the proactive management of your corporate reputation and brand identity across an entire value chain,
- Re-assessing your business processes and management systems to determine the effectiveness of cumulative value derived,
- Effectively transforming your service delivery system through shared service delivery, off-shoring or service re-design,
- Streamlining existing business and project processes and procedures with a view to adapting them to address uncertainty.

Is your business positioned to achieve operational excellence in today's challenging business environment?



Human Capital Management

Do you have the appropriate number and mix of talent in your organisation?

Getting the best from people at every level when there is constant change builds and sustains competitive advantage.

This human capital is key to implementing business and operational strategies. Therefore, in order to support your strategic vision, We can help in:

- Assessing and reorganizing your business with the right capabilities and leadership to execute the corporate strategy,
- Recruiting the right skillset to achieve your organization's strategic objectives,
- Ensuring the integration of all stakeholder interests to drive appropriate organizational change,
- Refocusing the organization culture towards excellence,
- Establishing effective systems required to manage projects and programs successfully,
- Engaging and motivating a diverse workforce focused on business development and growth,
- Ensuring the adequacy of performance management system to ensure that reward systems are aligned with contributions.

Leverage talent



How we can align our human capital management services with your business goals?

Grow and deploy top talent with an HR function that is a strategic contributor to success.



- HC Strategy and Operating Model Design
- HC Transformation
- Culture and Change management
- Climate Audit and Employee Engagement
- Job Evaluation and Compensation Design
- HR Policies and Processes Development and Review
- Organizational Design and Development
- Incentive Scheme Design
- Job and Competency Profiling
- Talent Management

Information Technology

The development of most organisations is dependent on the selection of the right technology to drive business operations.

We help our clients implement technologies that transforms their organizational processes, streamline decision making and improve business processes.

We therefore leverage our knowledge, skills and experience to ensure that our clients derive optimal value from available technology through the definition of their IT strategy, design of IT architecture, security, enterprise applications, projects and operations.

We can help in:

- Aligning IT capabilities to the organisation's needs,
- Determining the right technology(/ies) to support your business requirements and increase value to the business,
- Positioning to perform IT due diligence,
- Appraising compliance with IT and information security regulatory matters,
- Prioritizing and assessing IT projects,
- Assessing IT service requirements, delivery capacity and vendors,
- Effectively managing IT risk and its effect on business growth.

Does your technology capability give you a competitive advantage?

Innovate & Grow Profitably

Prioritize and adopt new technologies to differentiate the business and help achieve new business goals for profitability.

Promote Efficiency

Engage in business transformation to improve performance through the integration of process and technology.

Enable Cost-Effective Operations

Streamline without sacrificing long-term success.

We Offer...

Information technology strategy and IT alignment
| Business systems integration | IT program and portfolio management | Information and enterprise decision management | Information technology infrastructure | Shared services and out-sourcing | IT due diligence for mergers and acquisitions.

We Provide...

Business applications: full system implementation, governance process consultation, establishment of project management functions, security and controls designs, financial and business analytics, detailed data management | **Business applications:** implementation and upgrades | IT Architecture.

We Introduce...

Enterprise data management | Enterprise content management | Information strategy | Business intelligence and analytics.


Governance, Risk and Compliance

Are your business risks appropriately mitigated?

We support our clients in identifying, understanding, and managing risk to ensure an appropriate balance between risks and opportunities. We also assist with the design and implementation of governance, compliance and other internal control programmes to ensure sustainable operations within the boundaries of relevant legislation and regulations.

We can help if:

- You need advice on the performance and accountabilities of your board and management,
- You need to improve stakeholder and regulatory relationships and communication,
- You want to manage processes and mitigate inherent business risk,
- You want to develop an effective response plan for severe emergency situations that can potentially hurt your business,
- You want to protect your reputation and retain the trust and confidence of your stakeholders,
- You want to free up valuable resources by de-layering risk and compliance processes,
- You want to reduce the incidence of compliance failure,
- You lack clear and measurable key performance indicators (KPIs),
- You need procedures to identify and address complaints, breaches of legislation and internal processes,
- You need to achieve greater value for compliance spend.



We bring deep industry knowledge and experience to all segments of the Power, Oil and Gas, and Utility sectors, helping companies increase value and returns.

Our team of industry experts at Execution Edge advise government and national oil companies, integrated oil and gas companies, oil field service firms, equipment manufacturers, power and utility companies. We combine regional and global experience as well as proprietary approaches and insights to unlock significant value for our clients.

We provide critical decision support services across a broad range of strategic and operational functions, from business unit strategy, operational performance and supply chain management to human capital and IT.

Our experts provide a broad range of consulting

support to our clients in the acquisition of assets and would typically undertake the following supporting activities:

- Asset valuation
- Preparation of Field (Re)Development Plans
- Provision of operational and technical resources

We also help companies involved in several sub-sectors of the oil and gas industry, including:

- Midstream
- Oil Field Services
- Gas Supply, Distribution & Marketing
- Refining and Marketing
- Equipment Manufacturing



Project Delivery and Value Assurance

Does your organization have a framework for achieving optimal value from its projects?

Organizations have largely moved away from conventional organizational structures towards a project oriented approach to service delivery. This is driven by market need for speed and responsiveness, the need for specialized knowledge in developing new products, process or services, the rapid changes in technology and the focus that projects have over conventional organizational processes.

The primary objective of any project oriented organisation is delivery of its projects to meet its performance requirements based on the perception of its core stakeholders especially providers of finance. This can be achieved by adopting project best practices.

We assist our clients in:

- Developing and implementing a structured framework for project delivery management.
- Strengthening its organisational capacity for planning and executing projects, including an appropriate governance structure.
- Creating effective cost and schedule management processes.
- Developing appropriate outsourcing and contracting strategies.
- Maintaining an effective project uncertainty management system.
- Recovering distressed projects.

EE has also helped deliver independent project assurance processes that breaks a project into subsystems such that processes, and activities can be individually monitored to ensure compliance with laid down expectations before progression to subsequent subsystems or processes. Our approach include activities around:

- Value assurance,
- Cost estimate assurance,
- Schedule assurance, and
- Implementation assurance reviews.

This approach provides some assurance that the project or process being monitored has achieved a given status, will achieve that status in the future, a specific capability exists or will exist at some time in the future.

Production Management Services

In today's highly competitive landscape, oil and gas production must be optimized. To effectively and profitably manage and operate oil and gas fields requires resources and capabilities which many of the players in the Nigerian E&P sector lack or struggle with.

EE PMS seeks to bridge the gap for such players by offering the expertise of its seasoned personnel to provide a broad range of services ranging from consultancy to full scale management of oil and gas fields. Our capabilities enable us to manage more than one producing field at a time enabling us to exploit potential synergies and scale to optimise cost and maximise returns.

EE PMS can assist your organisation whether you are an independent or a marginal field

operator in Nigeria if you:

1. Need to find and retain top quality professional staff.
2. Are experiencing difficulties obtaining funds for field development
3. Need assistance to make your assets bankable
4. Require support with resolving your partnership issues or structuring your commercial agreements to avoid challenges with partners later on

Production Management Services Categories offered by EE include:

- E&P Advisory
- Production Management
- Support and Ancillary Services
- Financing Support

- Assessing the production capacity of your asset.
- Recruiting the right skillset to achieve your production objectives.
- Developing and operating unconventional assets.
- Establishing effective systems required to operate assets successfully.
- Maximizing production for sustained cash flow and profitability.
- Carrying out field studies to increase field reserves.
- Assessing your production process via production process reviews
- Assessing the integrity of production equipment, prior to commencing production as well as during stable operations to ensure integrity of critical equipment.

Do you have challenges with optimizing production from your asset(s)?

EE PMS can help

Oil Fields Acquisition and Development Support

Following the enactment of the Nigerian Oil and Gas Industry Content Development (NOGICD) Act of 2010, there has been increased participation by local players in the oil and gas value chain.

Many indigenous firms are becoming more active in the oil and gas space and seek tested and trusted support to successfully navigate this industry with high capital requirement and a long gestation period.

With our vast experience and strong

commercial knowledge in the oil and gas space, we work with Oil and Gas operator companies to identify, select, finance and develop assets with prospective Oil and Gas reserves.

Our services include:

- Capital acquisition for field development
- Field/Asset evaluation
- Field Development planning and operations
- Organizational design and Manning



"Alone we can do so little;
together we can do so much."
- Helen Keller



■ As a strategic partner, our goal is the long term sustainability of our clients. This means we stick with you, providing support from loan (re)structuring, financing support to tackling operational and stakeholder issues.

We supported one of our key strategic clients - an indigenous E&P organization to restructure an existing loan facility in excess of \$500million and raise additional financing to fuel its growth ambitions. Over our 2-year relationship,

we have delivered business value through supporting resolution of key stakeholder issues with the national oil company and local union as well as executing asset management models that provide increased shareholder value.



Corporate Finance and Advisory Services

Does your organization require guidance and insights for future financial dealings?



The increasingly challenging and constantly changing business environment has increased the complexity of the marketplace. Therefore, organisations have to continually scan their operational environment to identify issues that have an effect on its business in order to succeed.

These issues, positive and negative, lead the organisation to determine:

- When and how to raise capital
- Optimal capital mix required
- Whether to expand organically or by acquisitions and a host of others.
- What to do about its assets base.

Therefore, we can provide support in:

Business planning, feasibility assessments and financial forecasting for existing and new businesses; new projects, loan rescheduling, expansion plans, mergers & acquisitions.

Evaluating business opportunities or assessing the performance of a business and proffering practical solutions.

Providing independent and evidence-based asset and business valuations.

Building financial and/or economic models for decision support.

Realizing a suitable capital structure for your business and evaluating funding options.

Achieving strategic cost leadership based on internal controls processes and performance management systems.

Tax advisory, compliance and Dispute resolutions.

Business Reconstruction and Recovery

Does your organization require practical advice on how to recover from failures or prevent a crash when business indicators are negative?

Our Business Recovery and Reconstruction Services team have years of experience in hands-on management and successful operation of businesses. We are well equipped to provide direction and assist stakeholders in managing difficult periods and redesigning the organization for success.

Our Services include:

- Turnaround Management
- Distressed Business Reengineering
- Financial Restructuring & Advisory
- Distressed Debt Management
- Distress Avoidance [Credit Risk Management]
- Receiver Manager
- Liquidation/Insolvency



Finance Function Effectiveness

How does your finance function perform in the face of the challenges in your current operational environment?

Today's organisations are faced with conflicting and sometimes competing demands such as increasing regulatory, compliance and internal control requirements as well as changing market expectations, limited budgets, and the need for cost efficiencies. This places a demand on CFO's to generate policies that ensure that their organisations thrive.

Maintaining compliance and control

In order to be accountable to the business and regulatory community, CFOs have put compliance and control at the top of the agenda. For many, this approach has been tactical rather than strategic and therefore, there is the need for more sustainable solutions to be embedded within organizations.

Driving efficiency

Improving cost and process efficiency are the typical focus of finance transformation within organisations and remain a priority for tomorrow's CFO. The finance practice have adopted unique models that promote operational agility and centralised finance processes that drive efficiencies and reduce costs up to 50%. These issues place enormous demands on an organisation's finance's resources.

Therefore, we can help in:

- The development or revalidation of the vision for your finance function,
- Aligning your finance strategy to your corporate and business strategy,
- Setting up shared service and outsourcing arrangements that ensure sustainable benefits,
- Improving the finance capabilities within your organisation towards decision support.
- Strengthening internal control mechanisms within your business operations,
- Developing and implementing finance focused process models within your firm operations,
- Improving your internal capacity to meet local and international regulatory requirements,
- Enhancing the integrity and accuracy of your financial records.

Internal Audit Services

Do you require support to align your internal audit function with strategy?

Too often, setting up of an internal audit function is in response to an immediate tactical need. In a rush to implement a response, key strategic issues can be overlooked. The result can be a tactical internal audit function in search of a strategy. We are convinced that you can avoid the pitfalls and miscues associated with internal audit start-ups by combining a strategic framework with tactical execution to provide the foundation for an effective internal audit function.

Execution Edge Internal Audit Services provides a broad range of solutions to companies seeking to either set up their internal audit function or fortify their internal control, risk monitoring and strategic management capabilities. We offer a broad range of internal audit advisory services, co-sourcing and full outsourcing services to strengthen the performance of internal audit organisations.



We work with the public sector to improve transparency, accountability, performance management; helping national, regional & local government institutions improve their efficiency and effectiveness.

The public sectors in Africa in general and Nigeria in particular are faced with new and evolving challenges and are under pressure to support economic growth, improve living standards and provide security for their societies. Increasingly, the citizenry are becoming more demanding of probity, transparency, accountability and fiscal responsibility rendition and are seeking to be involved in decision making. More recently, there has also been an increase in the public, voluntary and private sectors coming together to build partnerships based on best practice in technology, processes and people in what is now known as Public Private Partnerships (PPP). Therefore, the public sector is faced with and must meet a range of stakeholder needs that is far more complex and diverse than all other sectors put together. These call for a set

of advisors with the know how to support the public sector in addressing these challenges. At Execution Edge, we are committed to helping government departments, ministries and agencies respond to these challenges and develop tailored solutions that are relevant, timely and sustainable that would help them deliver more efficiently and effectively.

We build relationships with public sector organisations such as:

- Federal, State and Local Government Institutions
- Development Partners
- Non-Governmental Organisations
- Public Entities and
- Multilateral Development Institutions (World Bank, IMF, IFC, UNDP)

Our consultants have decades of experience in advising governments with policy formulation and articulation across several public sector areas.



We drive agricultural transformation by bringing our expertise across the agriculture and food value chain to improve business performance, helping clients build capabilities to sustain transformations whilst also supporting agricultural transformation at the national and local levels to accelerate transformational impact.

The agricultural industry in Nigeria is largely untapped. With dwindling sources of revenue from oil and a less real sector to drive growth, the agricultural sector is uniquely positioned to meet the demand of the burgeoning job seekers and an ever increasing population. Organisations in this industry or those intending to play in this space in the near future must understand the operating environment and have a clear knowledge of the value chain in order to position as a strategic player in this emerging industry that holds a lot of promise for the nation .

Our team has developed in-depth knowledge of agribusiness and possess a good understanding of marketplace issues within the industry, thus positioning them to deliver top quartile insights to industry players.

Our local knowledge means that we are in a vantage position to understand and advice on the policy drivers underpinning the industry and are thus able to assist businesses in the sector to maintain a healthy communication balance between the financial markets and critical non-financial stakeholders to best ensure commercial success.

Our consulting services to organisations in agriculture includes:

- Strategy planning and implementation
- Policy analysis and economic studies and appraisal
- Investments financial and economic analysis
- Performance monitoring and evaluation support
- Business plan development
- Due diligence and transaction advisory services.

We work with Conglomerates to develop strategies to enable them respond to their institutional context

Execution Edge assists large corporations to determine what direction to take and define their operating models. This could involve leveraging institutional factors that support the growth of conglomerates or developing alternative strategic responses that highly diversified corporations require to be able to respond to institutional reforms in those emerging markets.

We work with our clients to:
(Re)articulate their corporate and business strategy,

Re-organise the corporate and business unit structure to fill in the institutional inadequacies,

Improve on operational efficiency and effectiveness,

Establish an effective corporate governance, risk and compliance structure and practices,

Strengthen corporate and legal infrastructure requirements.

Research indicates that over time, Conglomerates generate better returns than a comparable portfolio of individual companies because they benefit from diversification. On the other hand, conglomerates face the risk of becoming too diversified, which could create institutional inadequacies, complexities and inefficiencies as they face increased pressure to be profitable in all their markets.

With increasing diversification, conglomerates may create less shareholder value than focused companies because of poor performance and their inability to sustain their product lines. Over time, the overstretching becomes evident in one or more of the following: shortages of critical skills; growing indebtedness and multiple

or increasingly complex alliances, leading to unsustainable levels of diversification. This could result in the conglomerates becoming too weak and fragile to withstand any unexpected downturn in the operating environment.

Execution Edge can help conglomerates respond to these emerging realities so conglomerates are able to keep their level of diversification in tune with their evolving environment. Execution Edge can support the conglomerates choose which direction to take and define what they want to become as they respond to changes in their operating environments whilst also positioning them to continue to take advantage of unrelated opportunities that may still exist.

Conglomerates

Some of our Clientele

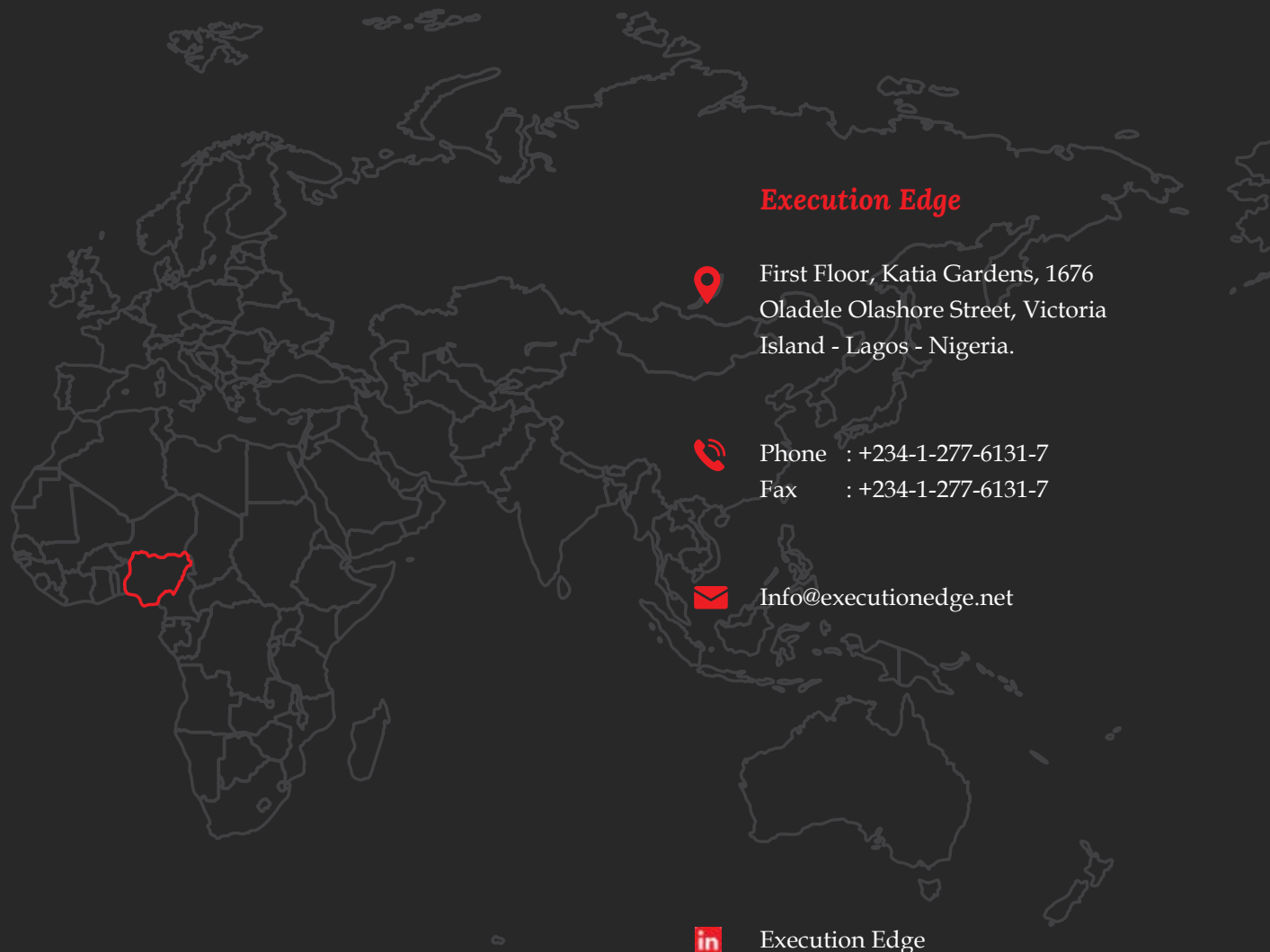
A satisfied customer is the best business strategy of all.
- Michael LeBoeuf



We go beyond great
thinking; we make strategy
work for you.

Find us

Contact us at our office or submit a business inquiry online.



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session today!
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or visit www.executionedge.net
Scan QR Code

