

SUCCESS STORY

Post-merger integration
for a global metal producer

CUSTOMER
BENEFITS

€ **+ 30%**
EBITDA improvement
potential

 **350**
actionable
improvement points

 **UNIFIED TEAMS**
among Germany
France, USA, Canada,
and China

CHALLENGES



A large metal parts producer had acquired another industry leader (30bn€ turnover) to reinforce its competencies and pursue its growth strategy.

The challenge: **unify two companies to reinforce competencies, materialize synergies, and growth opportunities**

SOLUTIONS



We conducted a benchmark among all operations to **identify synergies and increase efficiency.**

We assessed the **financial impact of the innovations identified** from different perspectives (CAPEX, payback improvement) and linked this to the financial PMI targets.

We also supported the implementation of the **improvement actions and the integration process across all regions and functions.**

KEY DELIVERABLES



PMI plan
from day 1 to
ensure
readiness, work
on priorities, and
business
continuity



Synergies
quantified in terms
of e.g. finance,
quality, EHS per
function/business
unit



Execution plan
to create growth
and EBITDA
improvement
potential