



evolution partners

Top management consulting

SIGNIFICANT AND SUSTAINABLE RESULTS

Strategy - Digital - Commercial - Operations - Organization

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WHO WE ARE

Top management consulting firm.
Significant and sustainable results.



PILARES DEL MODELO

Problem Solving

We work closely with our clients and address every challenge with rigorous (fact-based) analytics and hands-on pragmatism.

Result-oriented

We focus on achieving significant results to our clients, and we adopt an 80/20 approach.

Know How

Our proven methodology and expertise in the implementation of successful practices are backed by our global and regional network of internationally recognized experts.

Knowledge sharing

More than 100 successful projects in which our team of professionals succeeded in sharing their know-how with our clients.

Commitment

We are fully committed to achieving successful projects and significant sustainable results for our clients.

Integrity

We maintain an independent and neutral perspective, while staying focused on our client's goals.

WELCOME TO EP

We are a top management consulting firm. We serve leading companies across different industries in which we have extensive expertise. We help them to achieve significant and sustainable growth and performance improvement.

We serve a broad range of businesses across the Americas for which we draw upon our deep knowledge of the local context of the different countries where we actively work: Argentina, Brazil, Chile, Colombia, Paraguay, Peru, Uruguay, Mexico, and the U.S.

We have implemented successful projects across different areas of expertise, such as strategic planning, strategy and digital transformation, organization and structure, commercial and operating model.

+10 AMERICAN COUNTRIES AND A GLOBAL SCOPE

+100 SUCCESSFUL PROJECTS

+50 COMPANIES TRUSTS US

+1000 EXPERTS BY INDUSTRY

IMPLEMENTATION OF GLOBAL AND REGIONAL EXPERTISE

Our team

In the last 8 years, we have built a significant track record in the region, and we managed to establish ourselves as one of the leading top management consulting firms in Latin America..

Network of experts

We have forged alliances with a leading global and regional network of experts, which grants us access to over 1,000 internationally recognized senior experts and the most effective management practices.

Strategic alliances

- **Change Logic:** company founded by Harvard Business School strategy and innovation professors. Extensive experience in global projects aimed to innovate in new business areas, lead organizational transformation, build global and regional capabilities, and drive the renewal of organizations and their culture.
- **Socrates Partners:** global firm specialized in organizational strategy with presence in the U.S. and Europe, and a focus on Culture & Transformation, Commercial success, and Top Team Performance. Involvement in regional and global projects that have a high impact on the organization.

WHAT WE DO

Strategy - Digital - Commercial - Operations - Organization



Digital & Internet



Banking & Financial Services



Retail & Consumer Goods



Energy, Oil & Gas



Manufacturing & Automotive Industry



Travel & Transportation

OUR VALUE PROPOSITION

We help leading companies to achieve significant and sustainable growth and performance improvement, and to meet their key strategic business challenges.



Regional & Global Know-How

We have built a global network with access to over 1,000 international experts and the most effective management practices.



Result-oriented

We focus on achieving significant results for our clients' business and we adopt an 80/20 priority approach to our actions.



Evolution Methodology

Proven methodology applied in +100 successful projects across the region in a wide range of key industries.



Implementation Coordination

We are strategic partners to our clients, and we work closely with them during the implementation process to help them achieve sustainable results.



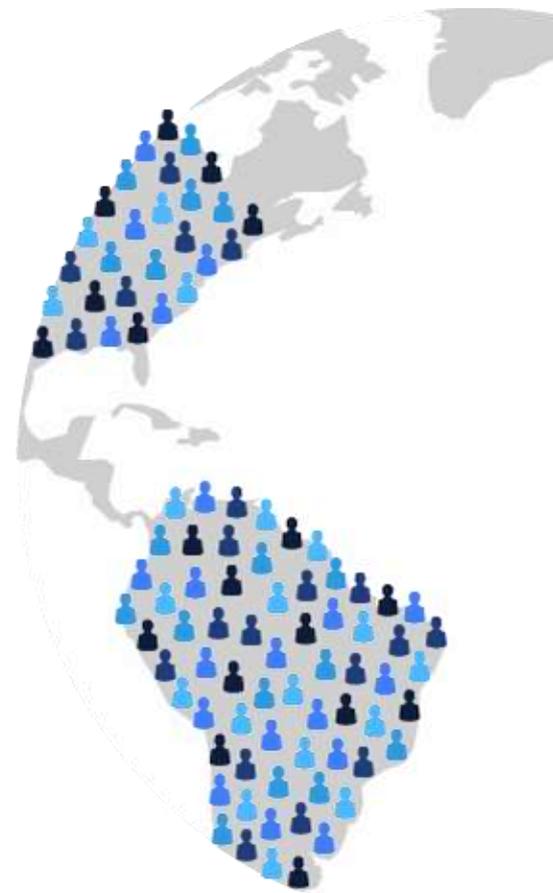
Regional Scope

We have deep knowledge of the context of every country where we work: Argentina, Brazil, Chile, Colombia, Spain, the U.S., Mexico, Paraguay, Peru, and Uruguay.



Cost-Benefit Equation

Extremely attractive cost-benefit equation for our clients, ensuring a high return on every project.



AREAS OF EXPERTISE

We serve the most prominent companies in their industries and countries, and provide them with support in the achievement of significant and sustainable results.



Strategic planning

- Corporate strategy & strategic plan
- Growth plan
- Transformation plan
- Strategy for each area and business
- Market entry strategy
- Voice of customer strategies
- New businesses strategy
- Strategic alliances
- Strategic analysis of potential targets in M&A processes



Digital

- Digital transformation
- Digital strategy
- Digital customer journey
- Monetization strategies
- Digitally-focused operating model
- Digitally-focused organizational redesign
- Change management for new digital strategy



Business model

- Value propositions by customer segment
- Business plan
- Go-to-market strategy for each segment
- Plan to boost sales
- Commercial performance improvement plan
- Commercial campaigns effectiveness
- Market penetration strategy (market leadership/cross sell)
- NPS and customer experience improvement plan
- Customer retention models and strategies
- Pricing optimization (products/channels)
- Omnichannel strategy



Organization & structure

- Post-Merger management, including restructuring
- Organizational redesign
- Company and third-party payroll efficiency plan
- Systems operating model
- Incentives and goals model for top management and business teams
- Change Management



Operating model

- Lean methodology in key processes
- Operating model
- Distribution and logistics model
- Production plant optimization
- Administrative and operating costs reduction
- Integrated risk management model
- Risk and collections model optimization
- Short-term bad debt reduction plan
- Purchases and vendor management
- Maintenance model
- Structuring of key contracts
- Working capital and stock management model
- Service level agreements (SLAs)
- Cost reduction plan for contracts and purchases

SIGNIFICANT AND SUSTAINABLE RESULTS

40% increase in sales through digital channels, by implementing an omnichannel strategy for a major Latin American group with presence in 8 countries.

10x revenue increase through a new digital business model for a leading regional Internet company.

25% increase in EBITDA for a multinational consumer goods company with revenues of over USD14 B.

30% increase in the hit rate of business campaigns for a consumer finance retailer, with over 5 M clients and a USD6.8 B loan portfolio.

36% increase in collections portfolio recovery and savings of over USD6 M due to a reduction in the delinquency rate for a consumer finance retailer with over 5 M clients and a USD6.8 B loan portfolio.

Annual operating savings of USD22 M at 4 industrial plants for a multinational consumer goods company, with annual revenues of over USD14 B.

Annual savings of USD24 M through the implementation of a new organizational structure for a leading regional home improvement retailer with USD5 B in revenues.

Organization of the future design, focused on revenue increase for a leading regional retailer with presence across Latin America and revenues of over USD12 M.

Assessment and acquisition strategy for a leading global personal care products manufacturer, with an annual income of over USD72 B.

Strategic assessment of the potential acquisition of a fast-growing luxury retail company in Latin America, identifying an annual revenue growth potential of USD150 M in 5 years and a 6x increase in EBITDA.

HOW WE WORK

Network of experts. Evolution Methodology.



INTEGRATED TEAM

We build a team together with the client, and we work in an integrated and collaborative way. We ensure the project's progress through key initiatives, such as quick wins, pilots, measuring and follow-up.

We make sure that high and medium level management is in line with our recommendations, to accomplish a successful and sustainable implementation.

EVOLUTION METHODOLOGY

Our support model goes beyond strategy definition. We share the knowledge and know-how necessary to ensure an effective implementation.



Goals Alignment

We set clear and achievable goals, and we commit to the entire implementation process.



Diagnosis

We analyze the business context, taking into consideration the situation of each client.



Alternative solutions

We provide advice on the best regional and global practices customized to the client's goals and situation.



Recommendation

We recommend the best practices and ensure the projects' development, through initiatives, such as quick wins, pilots, measuring and follow-up.



Implementation plan

We analyze the viability of the implementation of all our recommendations.



Implementation coordination

We share the knowledge and know-how necessary to ensure an effective implementation of the project.



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