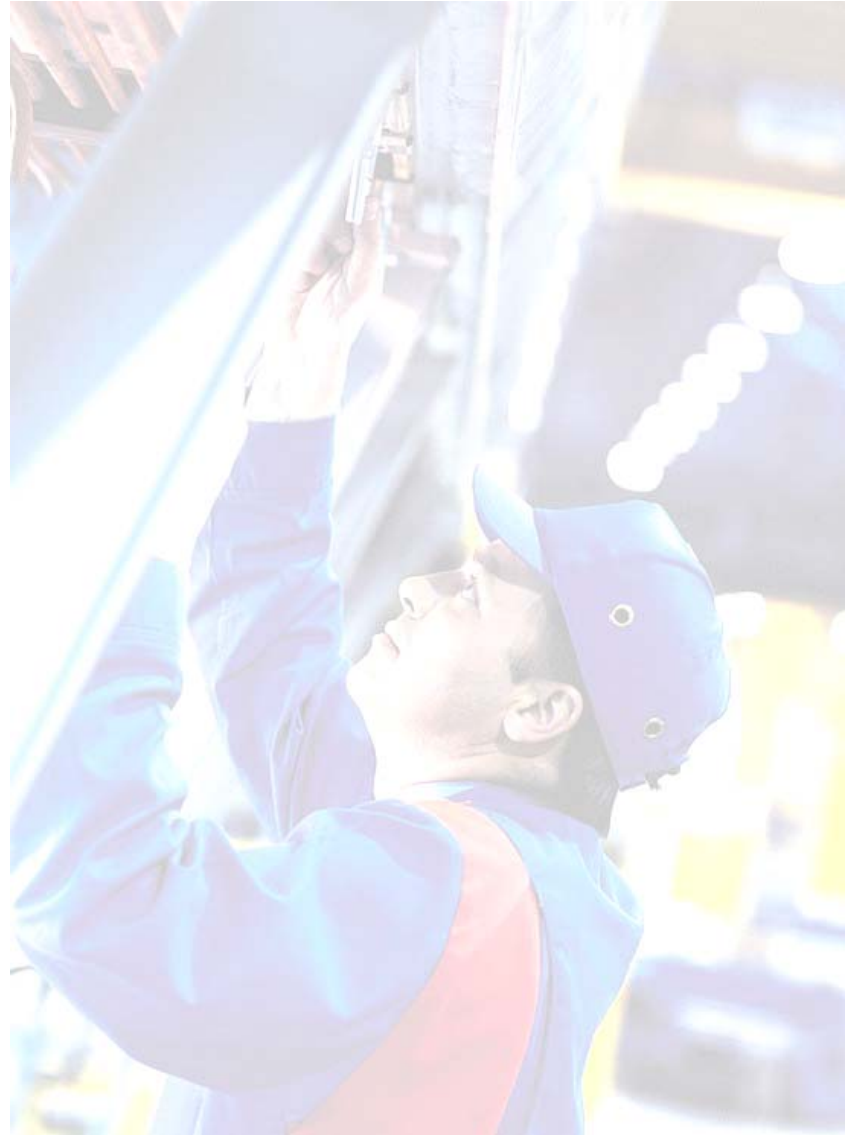




Consulting in industrial strategy

Presentation of our activity

- Our business
- Facts and figures
- Our expertise
- Our methodology
- Challenges
 - R&D
 - Manufacturing
 - Investment
 - Structure
- Private Equity
- Our clients
- Contact



Our business: Consulting in Industrial Strategy

Our goal: to create performance

- To show the whole potential of your company
- To manage your improvement projects
- To assist you until the achievement of all expected results

Our customers: global leaders who aim at strengthening their competitive advantage



We help companies to go further and faster

Performance challenges that we tackle with you:

R&D

Improving the efficiency of **R&D activities**

Manufacturing

Helping a **factory** to overcome a **performance step**

Investments

Optimising **design of new equipment** and ensuring an **efficient start-up**

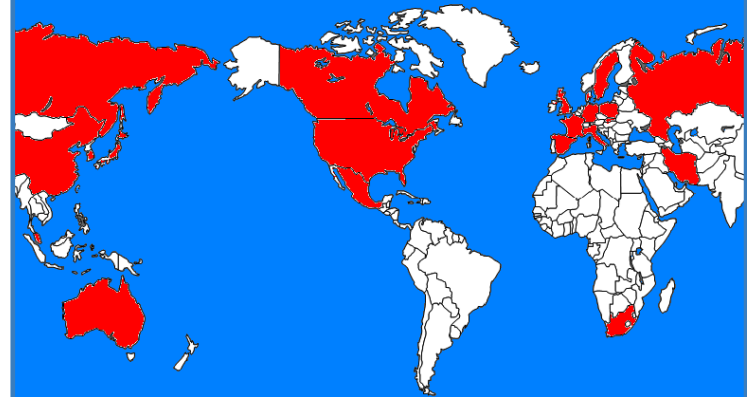
Structure

Adding value to your structure activities

Facts and figures

- **Created** in 1990 – **Turnover**: 4 M€
- **Headquarters** in Paris
- **Subsidiaries** in Barcelona and Milan
- **Staff**: 21 multicultural consultants
- **Chairman**: Pierre PERRIN
- **General Manager**: Michel BOURVON
- **Vice-general Manager**: Antoine KLEIN
- **Associate Directors**:
Bruno JOUASSAIN, Rémi MAILLARD
- **7 nationalities** within the company
- **10 spoken languages** : English, Spanish, French, German, Italian, Chinese, Russian, Polish, Arabic, Japanese
- **Certifications** :
ISO 9001 et OPQCM

We have been addressing
Industrial issues, along with
global leaders for 17 years.



Countries where SIRIS has worked in 2007:

France - Spain - Italy - Denmark - Sweden - Slovakia - Poland - Germany - UK - Russia - USA - Canada - Mexico - Australia - South Africa - China - Malaysia - Taiwan - Iran - Japan - South Korea

More than 100 facilities visited every year over all continents for private equity companies.

- SIRIS Partenaires **builds along with its clients a complete, precise and clear vision of:**
 - the nature and amount of **changes required to achieve** the client's strategic objectives,
 - **the required action plan to successfully implement these changes**, addressing all burdens and acting on all performance factors: organisation, management, methods, skills, quality of the equipment and industrial relations.
- **We also assist our clients** in the field to fully implement the progress action plan until all expected targets and savings are reached.
 - This field assistance participates in the **building of a strong ownership** of our methodology from our client's staff and management.

«The true challenge is not to improve the performance, but to maintain a state of the art performance.»

**Benefit for our clients:
a return on investment
always above 700 %
for the whole project.**

Our sectors:

- Automotive, Aircraft, Shipyard
- Food
- Luxury
- Health
- Building Materials
- Steel
- Chemistry
- Equipment goods
- Services

- We stay away from the on-shelf methods and we design **customised solutions** for our customers that will **address the company's actual needs**.
- Breakthrough methods that allow a **thinking in absolute value** in regards to the state of art :
 - **RVA / NVA methodology is THE leaders' methodology**
- **The successful implementation** of our methodologies is guaranteed by :
 - the definition and the implementation of a robust management framework,
 - our ability to anticipate and correct deviations from the targeted trajectory,
 - our pugnacity and our leadership drive.

A method owned by our clients

«**SIRIS' method is extremely powerful:** this method allowed our Managers to define themselves precise targets and detailed action plans. With this method, everybody precisely knows where she or he is going.

We fully own this method and we now use it to manage all our internal progress.»

Frédéric PLANCQUEEL, PSA



R&D:

Improving the efficiency of **R&D activities**

DO FASTER

> definition and optimisation of development cycles

DO CHEAPER

> optimisation of all development costs

DO BETTER

> achievement of state of the art quality and product services / attributes

■ Case study: automotive industry

- Objective: Achieve 4 extra projects within 2 years in regards with current launching plan, using the same amount of resources,
- Which means a 15% productivity gain in 2 years.

«The concepts of performance y reproducibility fully apply to development activities»



Manufacturing:

Helping a **factory** to overcome a **performance step**

- For nearly 20 years and with a continuous update of its methodologies & practices, SIRIS has assisted prestigious partners by creating an actual **performance culture within their Management team.**

■ Case study: Food industry

Customer: The leader of dairy product (milk / cheese / yoghourts / desserts) in an emerging country (35% market share).

Objevtives:

- To increase by 50% the efficiency of factories and therefore their capacity,
- To decrease by 50% consumer complaints,
- To improve the service level by 20%.

«Excellence means consistently acting on every parameter at the same time»



Investments:

Optimising **design of new equipment** and ensuring an **efficient start-up**

- SIRIS offers general **assistance to design / buy / build / start-up** new facilities by:
 - defining the strict requirements,
 - consistently meeting these requirements,
 - preparing an efficient start-up.
- **Case study: food industry**

Customer: A leading dairy products company in Southern Europe

Scope: Building of a new state of the art factory next to an existing one that had become too small.

Objectives:

- To transfer current production from the existing factory to the new factory,
- To launch at the same time a full new range of products,
- To double the production volumes with the same workforce,
- To optimise project capex by 20% vs previous project,
- To start-up on time (without losing sales) and to cut non depreciable costs by 30% vs previous project.

«Achieving the targeted performance right at the start-up»



Structure: Adding value to structure activities

- SIRIS has developed **specific approaches** to add value to structure activities. The key is to organise them like a factory: finalities, processes, indicators, continuous improvement...
- **Case study: Human Resources Department**

Client: A global company facing severe competition and high structure costs.

Target: 40% reduction of all costs for the Human Resources Department (1 800 people) .

Results: In 8 months, 34% reduction achieved, and a new target set at 42% in 18 months.

*«How to increase the performance of your structure?
Make repeatable all what you can»*

SIRIS Partenaires offers Private Equity Funds its **unique expertise to assess the relevance of an industrial strategy**:

- SIRIS quickly identifies industrial **strengths and weaknesses** of a company,
- SIRIS compares companies' **performance & technology** to the state of the art.,
- SIRIS estimates **potential savings** out of a performance improvement,
- SIRIS identifies the **required investments**,
- SIRIS **implements recommendations** once the acquisitions are done.

«More than 100 facilities visited every year all over the world for Private Equity companies»

They trust us

- 21 Centrale Partners
- Activa Capital
- Advent International
- Avesta Capital Investissement
- Candover
- COBEPA
- Cognetas LLP
- CVC Capital Partners
- Eurazeo
- Fonds Partenaires Gestion
- Gilde Investment Management
- Natexis Industrie
- PAI Partners

References

Automotive



La perfection technique, la passion automobile

Food



References

Luxury



Shipyard



Services



Materials



Others



If you wish ask a question:



Bruno Jouassain

Director of Development

Tel : (+33) 147 610 260

b.jouassain@sirispartenaires.com

Headquarters

SIRIS Partenaires

32-36 rue de Bellevue

92773 Boulogne Cedex

contact@sirispartenaires.com

www.sirispartenaires.com

