

A blurred background image of four business professionals in an office setting, looking towards the right. The image is partially obscured by a diagonal orange line on the left side of the page.

**TRUE RESULTS. SHARED PURPOSE.**

[www.alexionpartners.com](http://www.alexionpartners.com)

## // WE ARE A GROUP OF PROFESSIONALS AROUND THE GLOBE.

Alexion Partners is an Integrated Management Advisory firm of true results-oriented professionals who specialize in creating shared value and dramatically improving corporate performance. Focussing on solving our clients' challenging business issues with a multi-disciplinary approach that extends from enterprise performance improvement and mergers and acquisitions advisory services to leadership and organizational effectiveness, and turnaround and restructuring, we serve in a range of advisory, consulting, or leadership roles. We get it done in several industries, whether they look healthy, seriously challenged, or financially troubled. That is our task: create value and improve performance. We share your purpose.

# INTEGRATED MANAGEMENT ADVISORY

An aerial view of a city skyline, likely Kuala Lumpur, with a pair of glasses overlaid on the right side. The image is tinted with a warm, orange-red color. The glasses are positioned as if they are looking at the city, symbolizing vision and focus. The city features numerous high-rise buildings and a dense urban landscape.



## // WHAT SETS ALEXION PARTNERS APART:

The Partners believe a consulting firm should be more than an advisor. So we put ourselves in our clients' shoes; selling concrete outcomes, not projects. Alexion Partners aligns its incentives with the clients' by linking service fees to their results and collaborate to unlock the potential of their business. The result delivery process of Alexion Partners focuses on building the clients' capabilities to continue achieving without support.

True North corporate values of Alexion Partners mean the firm stays responsive to the clients, give them right to control the advisory process, deliver high impact results in timely manner, and most importantly do the right thing for the clients, people and communities – always.

## // OUR EXPERTISE

- Enterprise Performance Improvement
- Corporate Restructuring and Turnaround Management
- Mergers and Acquisitions
- Human Capital and Organization
- Marketing and Sales

## ENTERPRISE PERFORMANCE IMPROVEMENT

We improve the corporate performance that is reflected on the bottom line. To start with, we draw a set of insights by conducting our own Xpress Corporate Mapping exercise based on Alexion Excellence Model – ALEX. We formulate the strategy and skillfully implement it by deploying various effective methods from our performance improvement tool box. We are not confined to “one-best-way”, we choose the ways with reference to organizational circumstances. We transform the organization to desired state fast and effectively.

In most instances operational improvements drive the major changes. We closely look at the innovation capabilities, information systems, leadership, organizational structure, customer orientation, and sales and marketing effectiveness.

- Xpress Corporate Mapping
- Strategy Formulation
- Corporate Governance Remodelling
- Organization Design
- Performance Improvement Toolbox
- Business Transformation



# CORPORATE RESTRUCTURING AND TURNAROUND MANAGEMENT

We help our clients resolve high impact urgent situations and implement desired change fast.

In our view, failure is not an option. We work side by side with both management teams and stakeholders to provide a broad range of services to companies facing strategic, financial, and operational challenges. Alexion Partners provides rapid, actionable, strategic advice in a variety of areas:

- Strategy
- Business Transformation
- Investment/Divestment
- Distressed Business Management
- Bankruptcy/Insolvency Management
- Restructuring
- Turnaround
- Interim and Crisis Management

# MERGERS AND ACQUISITIONS

We assist our clients at either buy or sell side in mergers and acquisitions process. We understand the world market to provide accurate information to our clients. Our professionals constantly monitors the pulse of industries we serve. It is crucial to have right advisor on side when vital strategic decisions imminent.

## **Our M & A services include:**

- M & A Preparation
- Targeting
- Due Diligence
- Valuation
- Interim Management
- Post M & A Management



## HUMAN CAPITAL AND ORGANIZATION

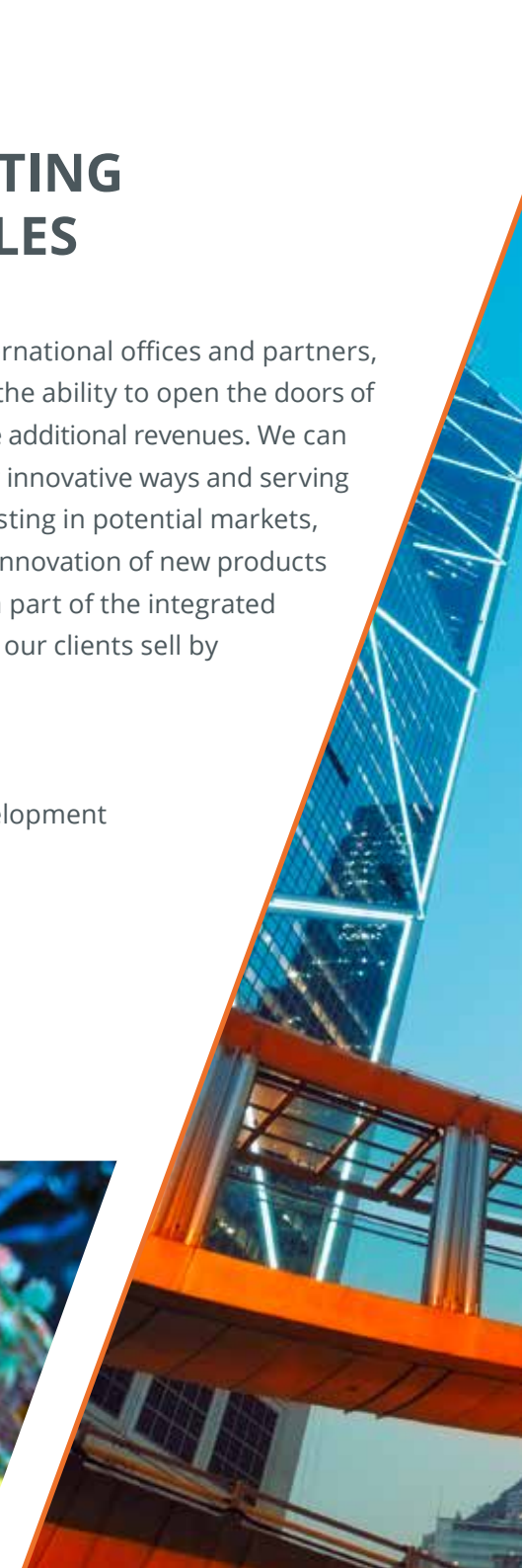
We believe quality of leadership can be improved by investing in it. The education, experience, skills, training, intelligence, wisdom, and abilities of leaders at all levels of companies have a significant economic value for shareholders and for the economy as a whole. These resources are the total managerial capacity of the company that represents a form of wealth which can be directed to accomplish the purpose of the company. Simply put; average leaders produce below the average results ... Alexion helps clients excel in human capital and organization in several ways:

- Human Capital Transformation
- Organization Design
- Corporate Culture
- Leadership Training and Development
- Executive Placement
- Executive Remuneration Systems
- Executive Coaching

## MARKETING AND SALES

Through several international offices and partners, Alexion Partners has the ability to open the doors of new markets and create additional revenues. We can help our clients find new innovative ways and serving customers better by investing in potential markets, identifying segments, and innovation of new products and services. We see sales a part of the integrated marketing process. We assist our clients sell by providing following services:

- Market Intelligence
- Trade Bridge and Business Development
- Market Entry
- Market Segmentation
- Branding
- Distribution Channel Development
- Product Management and Innovation
- Marketing Communication
- Event Management



## // WHO WE SERVE

Alexion Partners provides high quality, result driven services to medium-large size enterprises in the following industries and business areas:

1. Retail
2. Consumer Goods
3. Industrials/Manufacturing
4. Hospitality
5. Education
6. Services
7. Public Services
8. Private Equity

## // OUR APPROACH

Alexion Partners is an Integrated Management Advisory firm identified as:

- Modular, high impact service provider,
- Competent engagement teams consist of small, focused, senior experts
- Value-added, outcome oriented, pricing based on value creation for client.

## // LEADERSHIP

Alexion leadership team combines decades of executive experience with the vision and commitment that form the back-bone of our resolve for success. Our Practice Leaders for Enterprise Performance Improvement, Corporate Restructuring and Turnaround Management, Mergers and Acquisitions, Human Capital and Organization, Marketing and Sales possess profound understanding and expertise of their respective areas. Our industry leaders are hands-on executives.





# ALEXION

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