

CASE STUDY: Increasing equity value by stabilizing the financial system and the administrative processes

Industry / Sector:	Leisure & Entertainment	Client:	Shareholder
Company Size:	~ 30m€ sales	Contract period:	6 month

- **Significant increase in equity value and stability in the sales process of the company by establishing by enhancing the quality of the financial systems as well as the administrative organisation**
- **Management concentrating on operations instead of time consuming internal issues**

Initial situation

- German family owned "Mittelstand" company with 3 business areas
- Strong growth (> 40% pa) by expansion in new locations
- Financial, administrative and legal organization satisfy neither the requirements of the company in order to ensure the growth, nor the needs of a sales process

Task for ICS Partners

- Carve-out and separation in three business units
- Reorganization of the administrative functions
- Creation of meaningful reporting & controlling systems
- Strategic repositioning of the group

Measures taken

- Transfer of administrative and financial responsibility to an ICS team member for a period of 6 month
- Redesign and build-up of financial accounting in-house (previously externally), introduction of profit-center accounting and monthly reporting as well as associated recruitment of in-house personnel
- Reorganization of accounting processes, merchandise management, human resources organization, automation of bookings and organizational separation of business areas

Results

- Establishment of stable financials and a reliable and smoothly operating administrative organization
- Professionalization of the business organization to ensure the growth
- Process reliability leading to significantly increase of the equity value with a view to a potential sale /succession