



CLIENT STORY | STRATEGIC PLAN FOR ENTRY INTO LOGISTICS

Region :

SOUTHEAST ASIA

Consulting Services :

GROWTH STRATEGY AND BUSINESS PLANNING

CLIENT SITUATION

- Client is a leading Automotive player in India with significant interest in Logistics services in India and outside
- Client is keen to grow their Logistics business in the APAC region through a mix of organic and inorganic growth. Towards this objective, client is keen to set up an experienced leadership team, prepare an actionable plan and understand the financial implications

OUR APPROACH

- Avalon Consulting leveraged its global network of professionals to identify and refer relevant and experienced leaders in the APAC logistics business to the client, in order to spearhead the client's growth ambition in the region
- Avalon team along with the identified CEO-designate for the APAC business, prepared a detailed strategic roadmap and financial plan for the approval by the client Board
- Whilst preparing this actionable plan, a set of potential acquisitions in the target geographies in APAC region were examined and integrated into the growth assumptions
- Financial implications of the above actions were suitably brought out using a set of risk and return metrics

OUR RECOMMENDATION/ IMPACT

- Selection of leadership team for the APAC business
- Articulating the value creation possibility over a period of 5-7 years timeframe through sustained cost reduction and value-added service delivery focus
- Implementation roadmap