



FRANCE

# Service Offerings



**ALVAREZ & MARSAL**  
LEADERSHIP. ACTION. RESULTS.®



## Our history

A&M was founded in 1983 when Tony Alvarez II and Bryan Marsal recognised the opportunity to provide radically different advice and hands-on support to organisations facing operational and financial hurdles – situations demanding action, objectivity and real results.

They believed then, as the firm still does now, that operational excellence is the heartbeat of growth for every company. Our hands-on operations experience paved the way for us becoming the “go-to” professional services firm for turnaround, operations and performance improvement.

## A&M France

Over the last couple years, A&M has seen incredible growth in France. The A&M teams in Paris offer a multidisciplinary approach which along with restructuring (operational, financial), cover due diligence (financial, operational, IT, valuations) and the transformations and turnaround of enterprises. The firm works with Corporates as well as Private Equity funds.

The firm’s positioning is unique; A&M’s expertise includes providing senior-led teams and breakthrough approaches that are combined with strong execution and rapid action-orientated decision making. A&M’s approach is shown through tangible results quickly showing their value.

This differentiated approach is increasingly being recognised by leaders within France (and beyond).



## Our core values

While A&M continues to grow, living our core values remains constant.

**These are the core truths by which we work and hire.**

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### Integrity

Never let financial gain compromise integrity.

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### Quality

Always value quality people and quality work.

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### Objectivity

Do your homework before you form conclusions.

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### Personal Reward

Perform interesting work with interesting people and achieve results that matter.

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### Fun

Like what you do and with whom you do it.

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### Inclusive Diversity

Embrace diversity, foster inclusiveness and reward merit.

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## Our people

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**We are  
action-oriented  
people, with an  
entrepreneurial  
edge.**

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A&M's leadership is about a bias towards action and the willingness to tell clients what we think is needed. Our restructuring heritage sharpens our ability to act decisively.

Clients select us for our deep expertise and ability to create and deliver practical, rather than theoretical, solutions to their unique problems in addition to our independence/objectivity.

These are the core differences that distinguish us from other management consulting firms.



## The A&M difference

### Leadership

- Focusing senior resources at every stage of the delivery process
- Being prepared to respond and act, even with imperfect information
- Engaging and partnering with your organization

### Depth of senior resource

- Executives drawn from both industry and professional services firms
- Majority of our professionals (Director grade and above) have extensive Board-level operational experience

### Managing complexity

- Proven track record in managing complex, high-profile situations
- Delivery through assured leadership and execution
- Development of strategic and corporate finance options in cooperation with management to support the business plan

### Speed, execution and action

- Focus on delivering rapid results with an overarching focus on improving bottom line results
- Coordinate short- and medium-term objectives and credible plans with achievable milestones
- Ability to provide seasoned interim executives for rapid implementation

### Operational heritage

- Proven, fact-based approach
- With a diverse professional background, our professionals draw on extensive experience to understand and provide solutions to complex business issues

### Independent advice

- Free from any conflicts, our strong operational heritage provides an objective perspective that is unique among our peers.



## Our services

Our services can be broadly categorised as follows:



### Corporate Services

Services include:

- Enterprise wide transformation
- Growth and revenue enhancement
- Supply chain operations
- Finance function
- Organisational change
- Merger integration and carve out
- Activist threat response
- Corporate Governance
- Due diligence services



### Restructuring & Turnaround

Services include:

- Turnaround advisory
- Interim and crisis management
- Financial Restructuring
- Insolvency
- Cash and working capital
- IT due diligence



### Private Equity Services

Services include:

- Operational due diligence
- Financial due diligence
- Carve outs
- Operations and performance improvement
- Rapid results
- Exit readiness
- Business technology



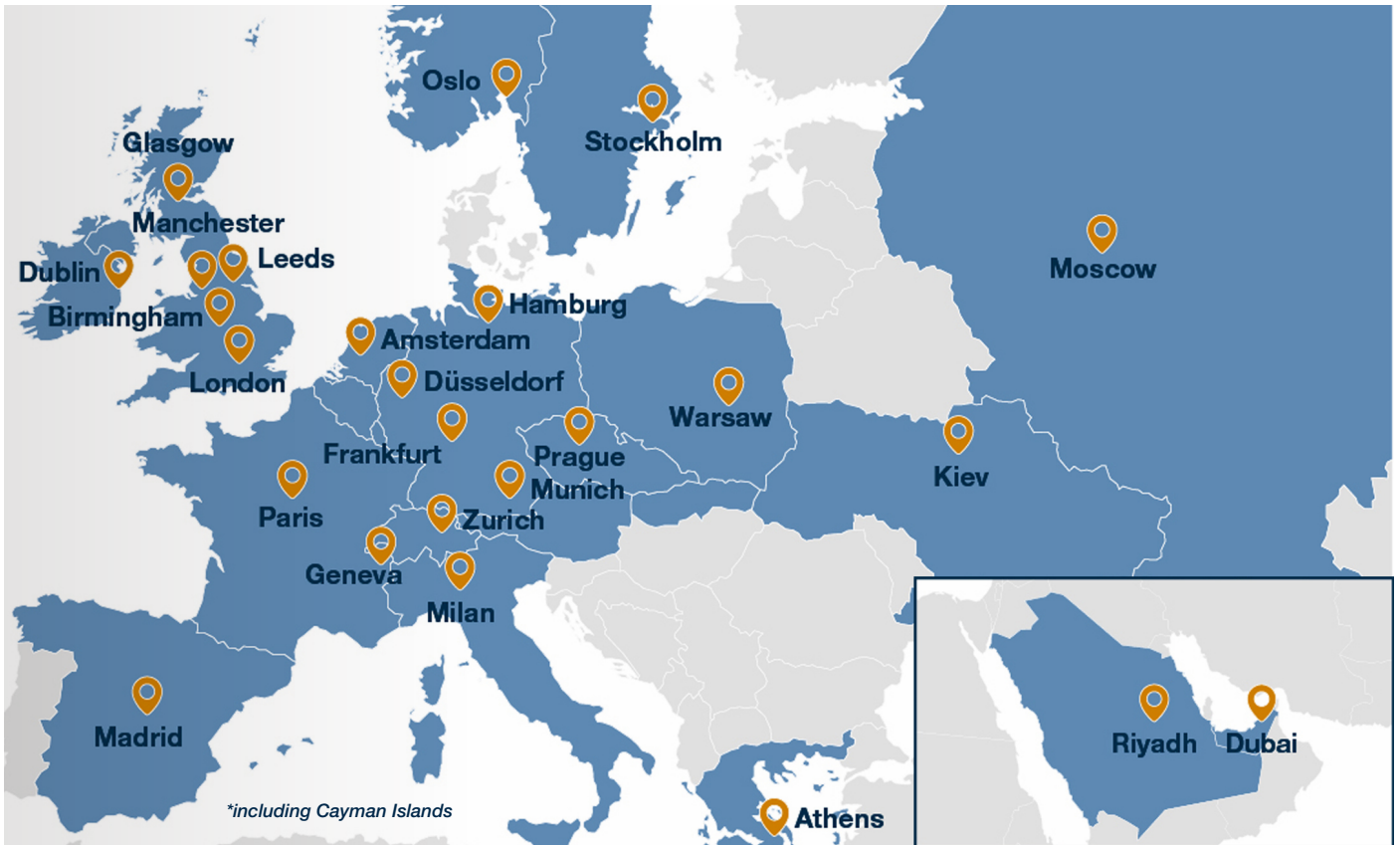
### Business Advisory Services

Services include:

- Disputes & Investigations
- Valuation services

# A&M: a global professional services firm

A&M is a global firm with 65+ offices and presence in more than 25+ countries with our EMEA footprint consisting of 25 offices in 17 countries.



**Founded**  
1983 by co-CEOs  
Tony Alvarez II  
and Bryan Marsal



**Global Headcount**  
5000+  
Professionals



**Senior Leadership**  
650+ Experienced  
Managing Directors



**Scale**  
65+ offices  
25+ countries  
4 continents



**EMEA Footprint**  
1200+ Professionals

Benelux  
Cayman Islands  
Czech Republic  
France  
Germany  
Greece  
Ireland  
Italy  
Norway

Poland  
Russia  
Saudi Arabia  
Spain  
Sweden  
Switzerland  
Ukraine  
United Arab Emirates  
United Kingdom

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## ABOUT ALVAREZ & MARSAL

Companies, investors and government entities around the world turn to Alvarez & Marsal (A&M) for leadership, action and results. Privately held since its founding in 1983, A&M is a leading global professional services firm that provides advisory, business performance improvement and turnaround management services. When conventional approaches are not enough to create transformation and drive change, clients seek our deep expertise and ability to deliver practical solutions to their unique problems.

With over 5,000+ people across four continents, we deliver tangible results for corporates, boards, private equity firms, law firms and government agencies facing complex challenges. Our senior leaders, and their teams, leverage A&M's restructuring heritage to help companies act decisively, catapult growth and accelerate results. We are experienced operators, world-class consultants, former regulators and industry authorities with a shared commitment to telling clients what's really needed for turning change into a strategic business asset, managing risk and unlocking value at every stage of growth.

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To learn more, visit: [AlvarezandMarsal.com](http://AlvarezandMarsal.com)

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