



# A&M ETS ENVIRONMENTAL SOLUTIONS

We bring deep multi-disciplinary technical, operational and industry expertise with a commercial focus to deliver outcomes focused on quantifying the financial impact of environmental matters on business value.

## Issues we Solve

1

### UNIDENTIFIED LIABILITIES IN TRANSACTIONS

Operational, environmental, and sustainability risks often remain hidden or are not presented in the right context until too late in a transaction causing delays and wasted money.

2

### COMPLEX REGULATORY OPERATING ENVIRONMENT

Quickly shifting regulations can lead to non-compliance, fines, and legal challenges creating a costly operating environment.

3

### POST-CLOSE SURPRISES & DISRUPTIONS

Post-transaction, you encounter surprises and growth hurdles stemming from unidentified operational constraints, CapEx or OpEx requirements, compliance issues or market misunderstandings.

4

### UNRECOGNIZED GROWTH OPPORTUNITIES

Advisors focus too narrowly on risk identification, hindering competitiveness rather than enhancing it. Partnering with us means aligning due diligence outcomes with broader deal strategy.

5

### MISSED OPPORTUNITIES IN SELL-SIDE READINESS

Inadequate preparation can lower transaction value and reduce buyer confidence.

## Our Solutions

### Protect. Optimize. Grow.

Partner with us to manage risk, unlock opportunities, and optimize performance during the business lifecycle.

## Benefits

### Lower Risk Profile

Safeguard business value and fortify financial resilience through strategic risk assessment, clear narratives and robust risk mitigation strategies.



### Improved Business Value

Optimize business value by reducing and eliminating costs, enhancing program effectiveness, and identifying permitting limitations and bottlenecks.



### Innovation & Growth

Minimize disruptions and align processes post-transaction to unlock synergies and accelerate growth while increasing confidence among customers, regulators, and investors.

## Case Studies

### Corporate Acquisition

\$10M in liability and expenditures eliminated due to re-worked contractual language, indemnities, and exclusions.

### Global Large-Cap PE Fund

Identified \$5M per year in actionable ESG optimization opportunities and an additional \$5M to \$10M per year in opportunities that require further validation.

## Our Approach



Technical  
Assessment



Risk  
Prioritization



Process & Design  
Optimization



Sustain &  
Scale



### Buy-Side & Sell-Side Support:

Comprehensive due diligence and readiness strategies to enhance transaction outcomes.

### Post-Close Integration:

Align operational processes, compliance systems, and technical infrastructures seamlessly.



### Performance Improvement:

Drive efficiency through targeted maintenance optimization, safety protocols, and sustainability upgrades.

### Project Management:

Implement regulatory and capital project solutions, tailored to evolving business needs.



## Key Contacts



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## ABOUT ALVAREZ & MARSAL

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