



INTEGRATED CONVENIENCE STORE SERVICES

At the intersection of retail fuel, in-store merchandizing, and foodservice, Alvarez & Marsal brings unparalleled expertise to the Convenience Store industry, driving operational efficiency, enhancing customer experience, and fostering strategic growth to maximize profitability and market presence.

ALVAREZANDMARSAL.COM

Commercial and Development

- Assortment and Category Management
- Cost of Goods and Vendor Management
- Pricing and Promo Optimization
- Private Brand Acceleration
- Foodservice and Fresh Offerings
- E-commerce/Digital Acceleration
- Franchise Development
- Growth Strategy (Organic & Inorganic)

Operational Excellence

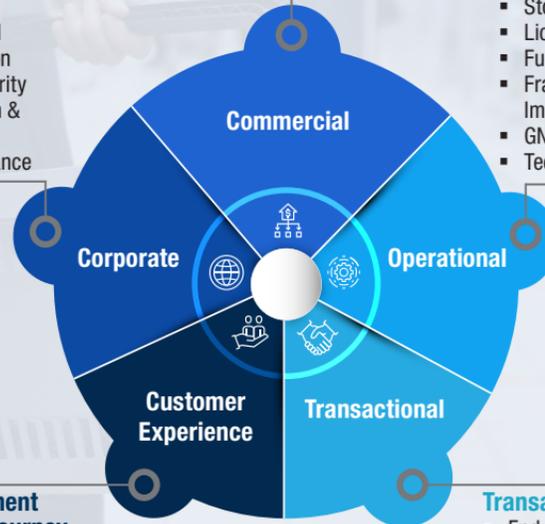
- Supply Chain
- Store Labor Productivity
- License Compliance
- Fuel Pricing & Strategy
- Franchise Operations Improvement
- GNFR/Indirect Procurement
- Technology Modernization

Corporate / Above Store

- Organization & Operating Model
- G&A Optimization
- IT, Legal & Security
- Tax Optimization & Compliance
- License Compliance

Growth Enablement and Customer Journey

- Customer Experience
- Integrated Loyalty Programs
- Store Format Optimization
- Innovation Management
- AI Integration & Predictive Analytics



Transactional

- End-to-End M&A Solutions
- Growth & Expansion Planning
- Distress Strategy & Emergence
- Post Deal Integration
- License Transitions

A&M'S EXPERIENCE IN THE CONVENIENCE STORE SPACE

Developed and executed integration approach for Fortune 100 distributor of petroleum products with 850 stores including all retail and wholesale marketing assets, business functions for franchise and brand management, real estate, pricing, and information systems.

Stepped into CFO role for a major convenience store chain, executing 15+ company acquisitions; Once CFO role filled, asked to come back to serve as Interim COO

Senior Vice President for Strategy and Development for large multi-state Convenience store

Successfully transitioned business and operational/regulatory licenses for over 700 stores in 10 weeks with no business disruption

Former Chief Technology Officers and Chief Information Officers with deep operational and execution experience in transformational changes enabled through technology innovation

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Founded in 1983, Alvarez & Marsal is a leading global professional services firm. Renowned for its leadership, action and results, Alvarez & Marsal provides advisory, business performance improvement and turnaround management services, delivering practical solutions to address clients' unique challenges. With a world-wide network of experienced operators, world-class consultants, former regulators and industry authorities, Alvarez & Marsal helps corporates, boards, private equity firms, law firms and government agencies drive transformation, mitigate risk and unlock value at every stage of growth.

To learn more, visit: AlvarezandMarsal.com