

*We helped a client develop and adapt to a more rigorous and transparent governance approach, reducing portfolio risk, ensuring best projects were funded adequately, and focusing scarce resources on best bets*

## **CLIENT SITUATION**

Client, a top performer in its peer group, sought to:

- Maximize its return on several billion dollars of annual capital expenditures, including investments in marketing, technology, and infrastructure
- Accelerate growth and further differentiate itself from its competitors

## **What Opera Did**

Opera conducted an in-depth capital efficiency diagnostic revealing that the company was under-invested in growth-oriented opportunities and over-invested in non-performing infrastructure expenditures

## **OUR IMPACT**

Client obtained both short-term gains and long-term improvements:

- Reclaimed over \$500MM in capital in the near term (3-6 months)
- Reduced investments in under-performing projects by 30%
- Redirected 10% of the "liberated" capital to lucrative, high-growth ventures, ultimately increasing the company's growth rate by 220%
- Used remaining funds to improve profit and increase financial flexibility