

Business Development &
Corporate Finance



Effective Solutions in Business Management.



Our Vision

“To be a reference in consulting services for development and implementation of strategies, governance, performance improvement and sustainability, and customer preference in the search for organizational solutions”.

Our Mission

“Development of integrated and optimized solutions for governance, strategy and management of organizations, aligned with sociocultural, environmental and economic values”.

Our Philosophy and Approach

“Provide solutions to integrate our clients’ strategies, processes, workforce and technology is our philosophy”.

“The commitment with results and objectives is obtained by bonding key personnel and respecting the organizational culture”.

Our Company

The NBS Consulting Group is a multidisciplinary Management Consulting Firm, established in 1992, specialized in Business Strategies, Business Development, Process Improvement and Sustainability. We stand out for maintaining our focus on the objectives settled with our clients, by keeping continuous professional qualification and deploying Management solutions using internationally recognized methodologies.

With an extensive experience in Brazil and other international markets, NBS provides management solutions through consulting projects, training and assessment. With headquarters in São Paulo and regional branches in other major Brazilian cities, the NBS Consulting Group has a team of 25 full time professionals, with a diverse skill set, committed to implementing management solutions designed to improve our clients' processes and competitiveness.

We, at NBS, understand that in a competitive global environment, projects must be managed in accordance with pre-established timetables in such a way to provide our clients with a clear overview of all occurrences, in real time, and in such a way that creativity is not inhibited in the course of action.

1992

Foundation

2.000

Clients

24.000

Executives and Technicians trained by us

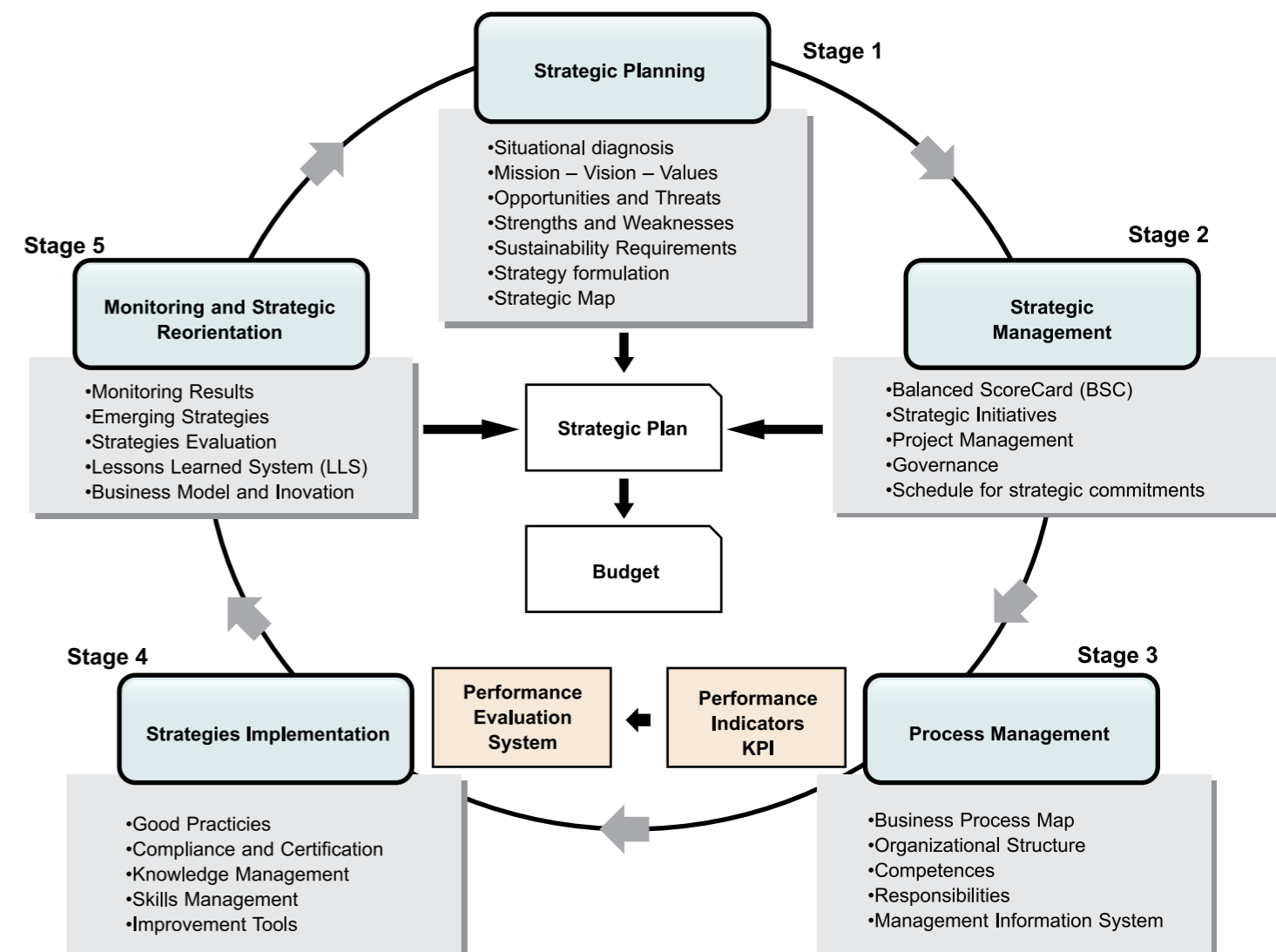




Our Approach

Stages of strategic organizational development cycle

When planning a project, NBS determines the best approach to enable the integration of our core competences by relating each and every project with the organizational strategies; with the use of all tools and skills required to optimize the processes; with the qualification and abilities necessary to train the human resources associated to the project; and with the best practices in sustainability, applicable to the organization.



Our main challenge is to achieve results that leverage the business of our customers by aligning strategies, management, processes and people, with competitive factors to ensure the perpetuation of organizations.

Our Methodology

Reduce costs, increase productivity and manage risks

Corporate Finance

Business Development

NBS advises its clients in all stages of an acquisition or sale process of a company or business line and our services are designed to meet specific needs of each organization, according to their strategies, resources and objectives.

Our approach and methodology can reduce the exposure risks of our clients and ensures the confidentiality of their initiatives, internally and to the market.

Valuation

What is the value of a particular company? If the evaluation of a single asset or investment generates countless questions and even some disagreement with the appropriate methodology to be used, the process of evaluating a company, consisting of many assets, tangible and intangible, which interact conflicting interests, can be more complex and delicate.

NBS uses in his approach a preparation strategy of managers and stakeholders about the concepts to be used in the company valuation process to allow a quick understanding and acceptance of results attained.



Turnaround

Companies are constantly exposed to market forces, increasing their levels of financial risk. Extremely competitive environments, uncontrolled costs, demand reduction, accelerated sales growth, deteriorating profits, among others are factors that can lead companies to financial crises.

Their recovery, most often requires a shift in how to run the business and a deep rethinking of their operational and strategic planning. We engage to diagnose the situation, provide consultancy in the restructuring process or even provide Interim Management. We operate for a quick control of the difficulties in the company's cash, seeking potential sources of cash resources as ways to increase revenue, reduce expenses, costs and restructure balance sheet items, assets and liabilities. Our approach is to evaluate, recommend and implement the process of restructuring with full speed.

Our professionals have vast executive experience in change and transformation processes in companies of all sizes and sectors, promoting the necessary adjustments to stabilize the company and put it back on the path of development.

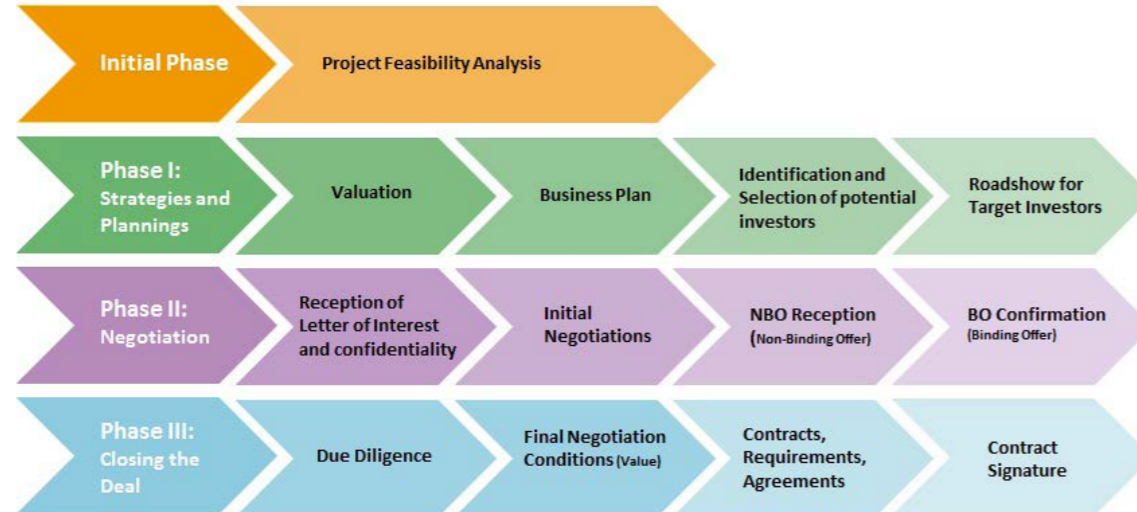
Financial and Economic Management

Through the economic and financial management, our experts help the client in establishing a costs measurement model based on their operations results.

The evaluation of the economic results are made for each sector of an organization and compared with the results of other sectors.

Also part of this product scope of activities to evaluate the effectiveness of the business, the process of generating profit, defining the role of the managers, the establishment of information flows and the verification and control of operational, financial and economic processes.

Mergers and Aquisitions Methodology



Only 1% of companies can get out of a bankruptcy protection in Brazil and 30% in the US

1%

Knowing the value of a company or organization, you can identify more precisely which paths can **maximize business value.**

The application of financial techniques is critical to know the real value of a company, and assess whether the current management model is effectively contributing to building value.

Our Competences:

Business Strategies

Strategic Planning and Management
Governance and Family Business Succession
Organizational Restructuring
Management Information System (kPI's)
Compliance

Corporate Finance

Business Development (Sales and Aquisitions)
Financial and Economic Management
Valuation
Turnaround

Process Improvement

Process Management
Human Resources Management
Quality Management
Project Management and Outsourcing
Market-Oriented Strategic Planning

Sustainability

Environmental Management
Greenhouse Gas Emission Inventory (Climate Change)
Corporate Social Responsibility
Safety and Health Management
Energy Management



Why Choose NBS?

Our approach and methodology reduce the risk of exposure of our customers and ensures the confidentiality of its initiatives internally and to the market.

Our activities are enhanced through the partnership with Lince Consulting in Spain and its associated consultants network that enable the identification and presentation of business opportunities in a number of countries. NBS is the Lince Consulting representative in São Paulo, by the name Lince Brasil.

Lead manager in internationalization projects through our representatives and partners in more than 15 countries.



■ Representatives Lince
■ Partners Lince



Lince Consulting has the support of **13 associated partners** around the world, including 4 emerging BRIC Countries **Brasil, Rússia, Índia e China**



NBS Consulting Group

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“NBS Consulting Group” refers to the limited partnership established in Brazil, “Nacional Bureau de Serviços NBS Consultoria e Participações Societárias S/S Ltda” and its network of member companies, each of which is a legally and separate independent entity.