



NCA presentation



The largest management consulting firms **McKinsey, Boston Consulting Group and Bain & Company** suspended work with Russian clients

The international “Big-4” auditors (**PwC, KPMG, EY and Deloitte**) announced the Russian divisions withdrawal from their structure; they will continue their activities in Russia in a limited form

International law firms **Linklaters, Herbert Smith, Freshfields Bruckhaus** announced the Russian divisions withdrawal from their structure; they will continue their activities in Russia in a limited form

Domestic consulting services market reformation unlocks new opportunities for the activities’ scope expansion of Russian consultants, as well as for domestic companies included in the sanctions lists (SDN List).

- The National Consulting Alliance was established in the summer of 2021
- Legal form - consortium without the single legal entity formation
- The goal is to obtain maximum synergy for partners and customers by combining resources and competencies while preserving key developments and specialization of participants

In the current situation, the Alliance will ensure the implementation of the most demanded consulting services by the state and business at a high level of quality, including:

- Logistics, production and technological chains restoration
- Import substitution potential realization
- New promising sales markets identification
- Strategic transactions' comprehensive support
- Construction expertise, audit and financial/technical supervision for systemically significant investment projects
- Sustainable development strategies' formalization (in accordance with ESG principles), improving energy and environmental efficiency support

EXISTING PARTNERS



The major Alliance leadership facts

Revenue

Indicator 2021

3,5 billion

3.5 billion rubles is the largest indicator among consulting companies operating in Russia

Presence experience

17 years

Average experience of Alliance companies in providing consulting services

Number

Own staff

80 + 600

80 partners, ~600 consultants, managers, industry and process experts

The leadership is emphasized by high places in industry ratings and professional associations membership

Expert RA



Kommersant



HH.ru



Rusbase



RAEX



and others

We find effective solutions for businesses and state executive authorities by consulting in 3 main areas

1 Management consulting

- Development of corporate strategies and government programs
- Development of management systems, including goals and KPIs, organizational structures and business processes, transformation programs support
- Development of comprehensive operational efficiency improvement programs, implementation support
- Industries analysis and of production and logistics chains optimization
- Technology analysis, innovative development programs formation
- Sustainable development strategies' formalization (in accordance with ESG principles)
- Digital development strategies formalization, digital transformation support

2 Legal consulting

- Legal support in the field of corporate law, M&A (transactions structuring, agreements formation, due diligence)
- Bankruptcy and litigation, interests' protection
- Capital markets support in the field of banking and financial law
- Intellectual property rights registration, activities licensing
- Real estate and construction legal services
- PPP participation support
- Documentation legal examination

3 Financial consulting

- Business, real estate, intellectual property assessment
- Internal purposes financial modeling/ financing obtaining financial modeling
- Feasibility studies and business plans development
- Pitch desk preparation
- Forensic, independent analysis
- Financial statements audit, financial statements transformation into IFRS
- Accounting and tax services

Alliance strengths are in the practical value and relevance of recommendations with high analysis quality and reasonable price

Practical value and relevance of recommendations

- We are guided by practical feasibility and effectiveness of recommendations for client
- Our employees have experience in the real sector of the economy and well qualified background to critically evaluate the developed tools

High quality of analysis

- We use modern methods of analysis and evaluation, including our own
- We have accumulated experience in the big data analysis techniques (big data)
- Our team consists of high-level professionals, including those with experience in Big 3 and Big 4

Reasonable price

- We are focused on long-term cooperation and do not seek to manipulate the profitability of each project
- We are an independent Alliance and acquire third-party expertise focused on the needs of each individual project, rather than maintaining a large expert apparatus around the world just in case for the future



«The wide coverage of functional and industry practices, combined with many years of leadership experience and the ability to attract any expertise, gives the Alliance the ability to carry out projects of any complexity with the most flexible conditions» - Partner's team



Vladimir
Samokhvalov

**MANAGING PARTNER OF
NCA AND SBS CONSULTING**

+7 926 232 6902

+7 (495) 792-59-79

vsamokhvalov@sbs-consulting.ru

www.nationalconsulting.ru