

# 2023 YEAR IN REVIEW

celebrating **32 years** of making a difference

## What we've accomplished together

# 49

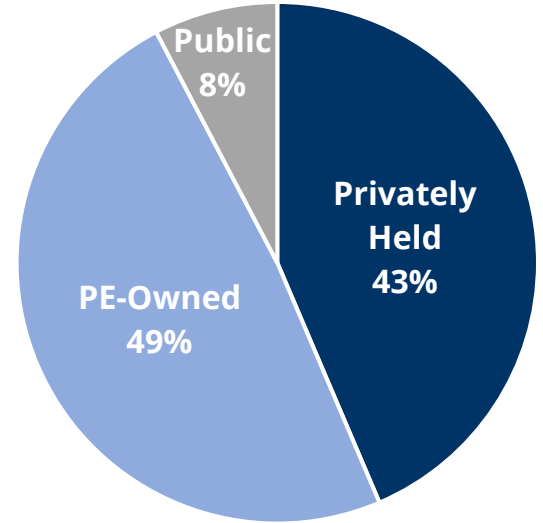
**Projects Completed  
across all Service Lines**

- ✓ Turnaround
- ✓ Mergers & Acquisitions
- ✓ Ops Improvement
- ✓ Growth Strategy

Across **20 geographies**  
throughout the US and  
abroad

With over **25 repeat** and  
**20 new clients**

## Client ownership types



## Why our work matters



Our client work spanned many industries within **Manufacturing, Distribution, Business Services, and Technology**

- **M&A** – Led integration management office and accelerated synergy capture to realize synergies **200%+ above plan** six months post-close
- **Operations** – Established S&OP process and excess inventory reduction plan, resulting in a **58% inventory reduction** and reducing warehouse footprint
- **Margin Improvement** – Supported successful negotiations with multiple major automotive OEMs resulting in **\$15M+ of one-time price increases** and **\$7M+ of ongoing price increases**
- **Refinancing** – Executed **successful debt restructuring and/or equity recapitalizations** for **five** clients
- **Office of the CFO** – Led **multiple projects** as **Interim CFO, Director of FP&A, and Controller** of U.S. and European divisions, driving a variety of **profit & liquidity improvements**

## Recognition

“Not only did Keystone quickly become ‘part of our team’, allowing us to focus on our day job, while keeping us organized and on track through the process, I couldn’t imagine executing the integration without them.” — Client Group President

“I cannot tell you how helpful this project is. The data is absolutely eye-opening.” — Client VP of Sales

“It was an all-hands effort. You were so professional, so transparent. You played a vital role, more so than in most deals, in helping us get to the finish line.” — Lender



**NORTH AMERICA  
CONSULTING**