



# LOBUE<sup>®</sup>

## INTRODUCTION

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### Real Experience

Why our clients  
call us.  
Who are we.



### Our Approach

Our business  
performance  
methodology.



### Real Results

How have our clients  
benefited from LoBue  
programs?



### Next Steps

How we proceed to  
support your strategic  
objectives.

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REAL EXPERIENCE

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### OUR CLIENTS CALL US WHEN...



Regulatory burdens are affecting operations and causing margin compression



Growth and digital strategies need to be funded and driven



Customer Experience enhancement is required for market differentiation



Competitive pressures are trimming market share or margins



Technology and data leverage is required to enhance revenue opportunities and improve efficiency



- Full Network Restructured
- 30% Productivity Savings
- Digital Strategy Enabled



- Redesigned Operating Model
- Eliminated Silos – Enterprise Focus
- >15 MM Run Rate Savings
- Enhanced Market CAP



### Methodical

- For over 40 Years LoBue has been providing real solutions to the Financial Services Industry through tried and tested methods.



### Experienced People

- Seasoned financial services consultants
- LoBue methodology
- Lean Six Sigma trained
- Multiple programs
- Global delivery



### Performance Focus

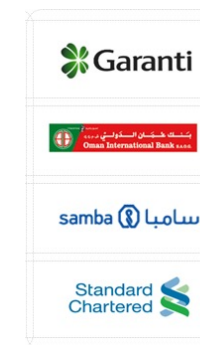
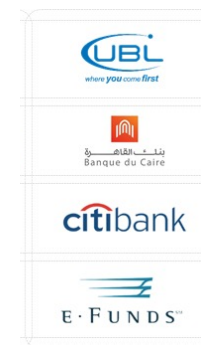
- Results oriented programs
- Operational performance
- Business and operating models that work
- Designs that drive customer experience



### Global Results

- 45 Countries
- 400+ Projects
- Billions Increase in market caps
- Over a billion in cost savings
- 100k+ employees positively affected

Top institutions across the globe have benefited from LoBue Services Regional Representation

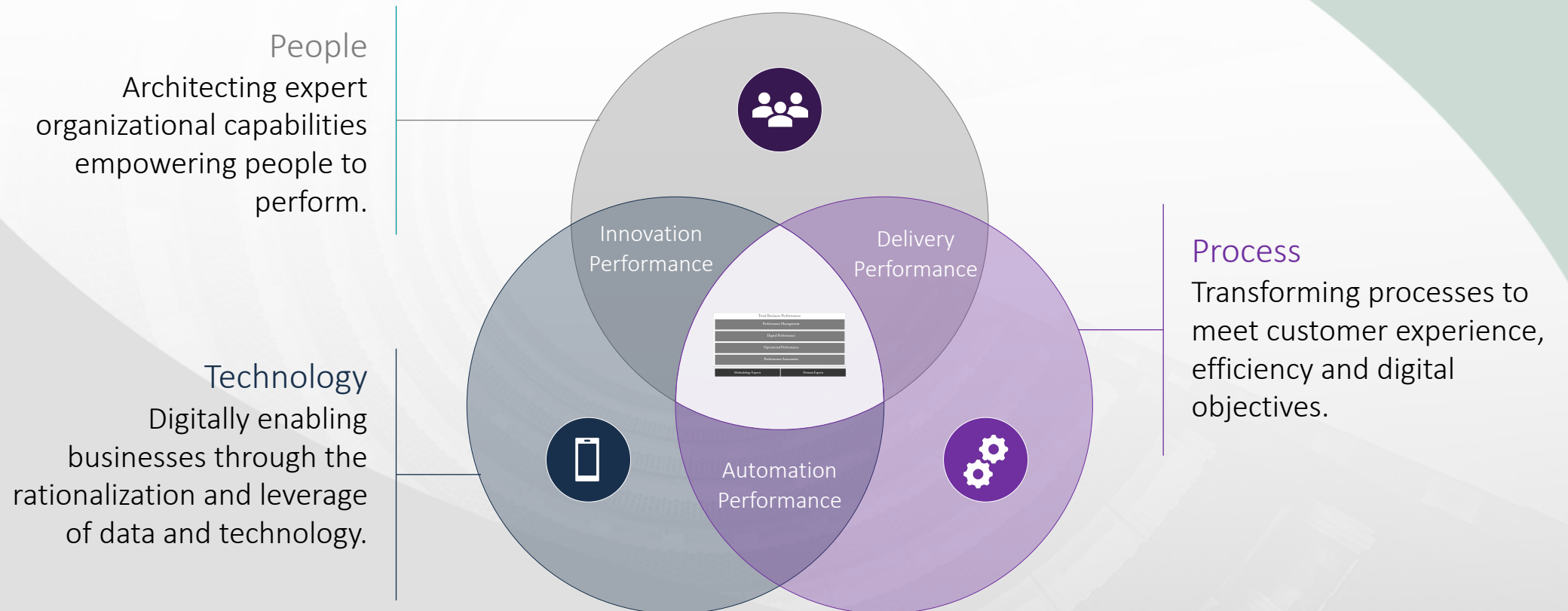


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OUR APPROACH

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Our process brings critical parts of your organization together to drive business performance...



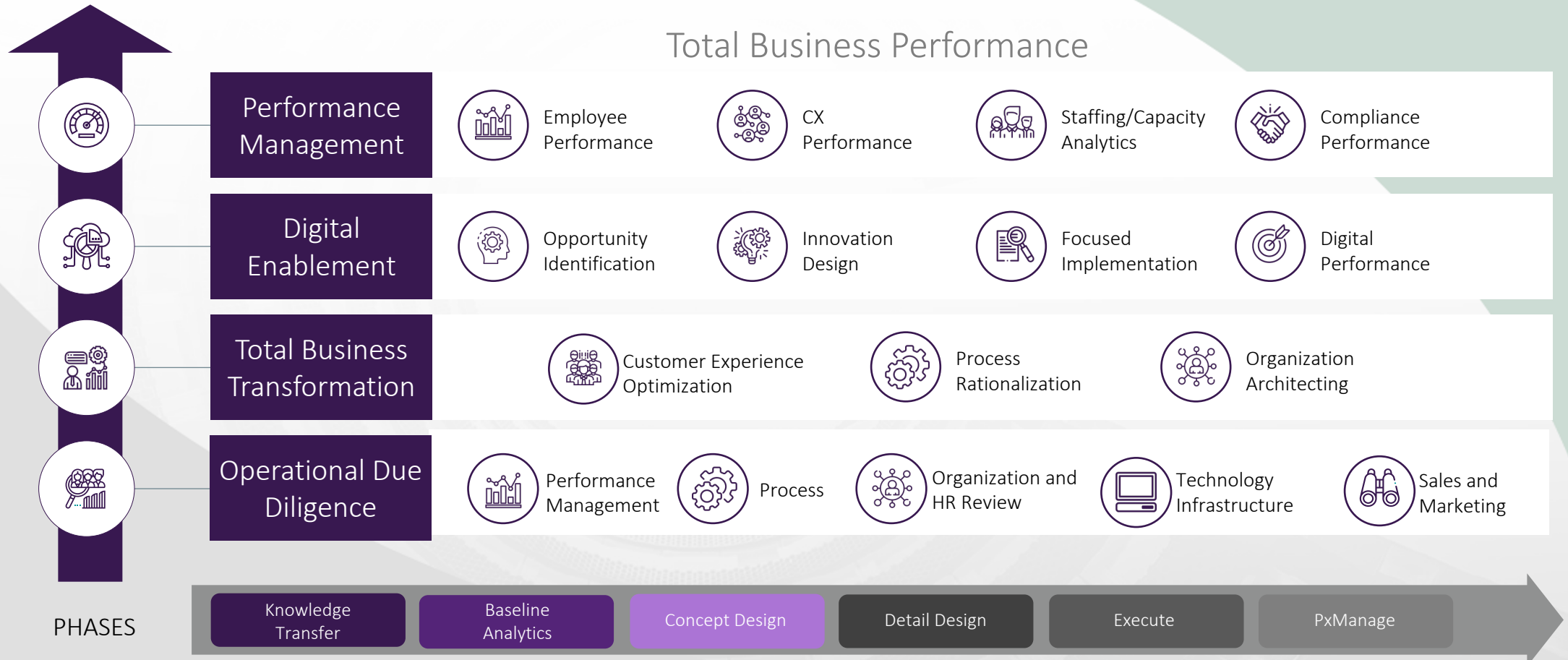


### Core Business Performance Solution Components...

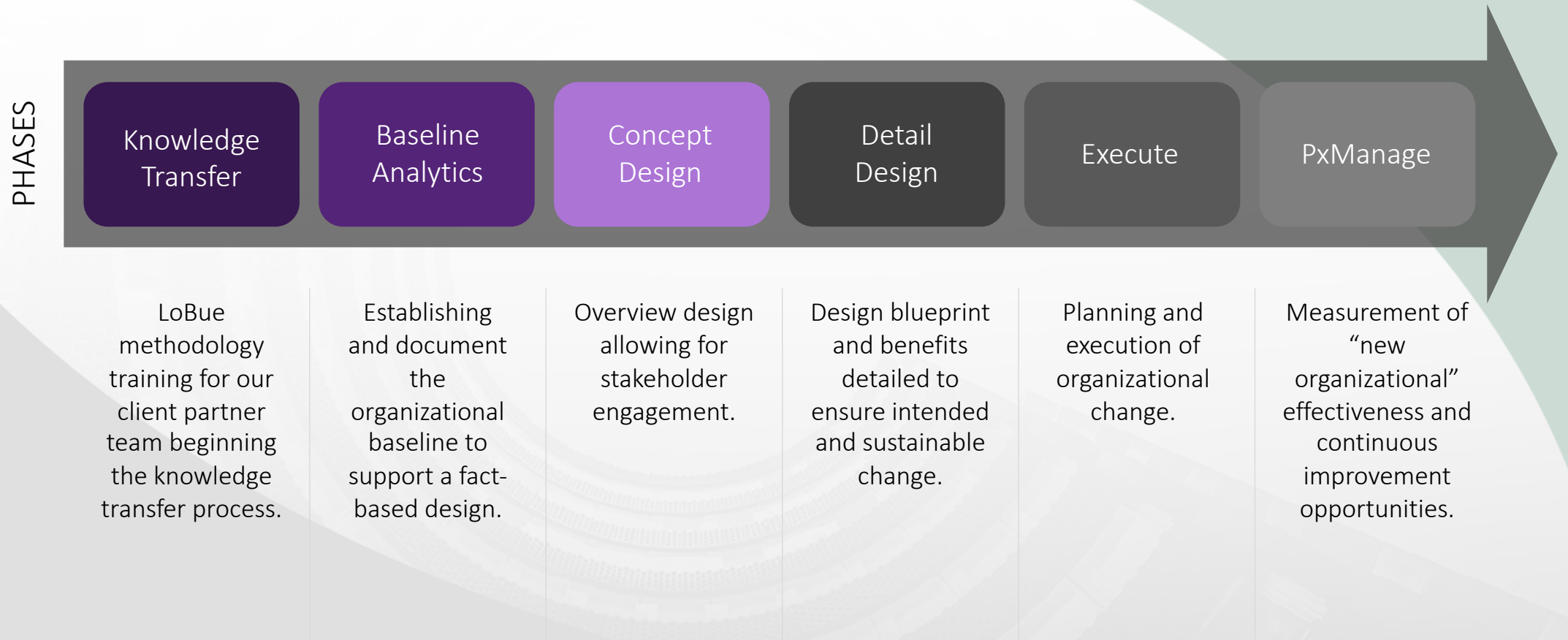




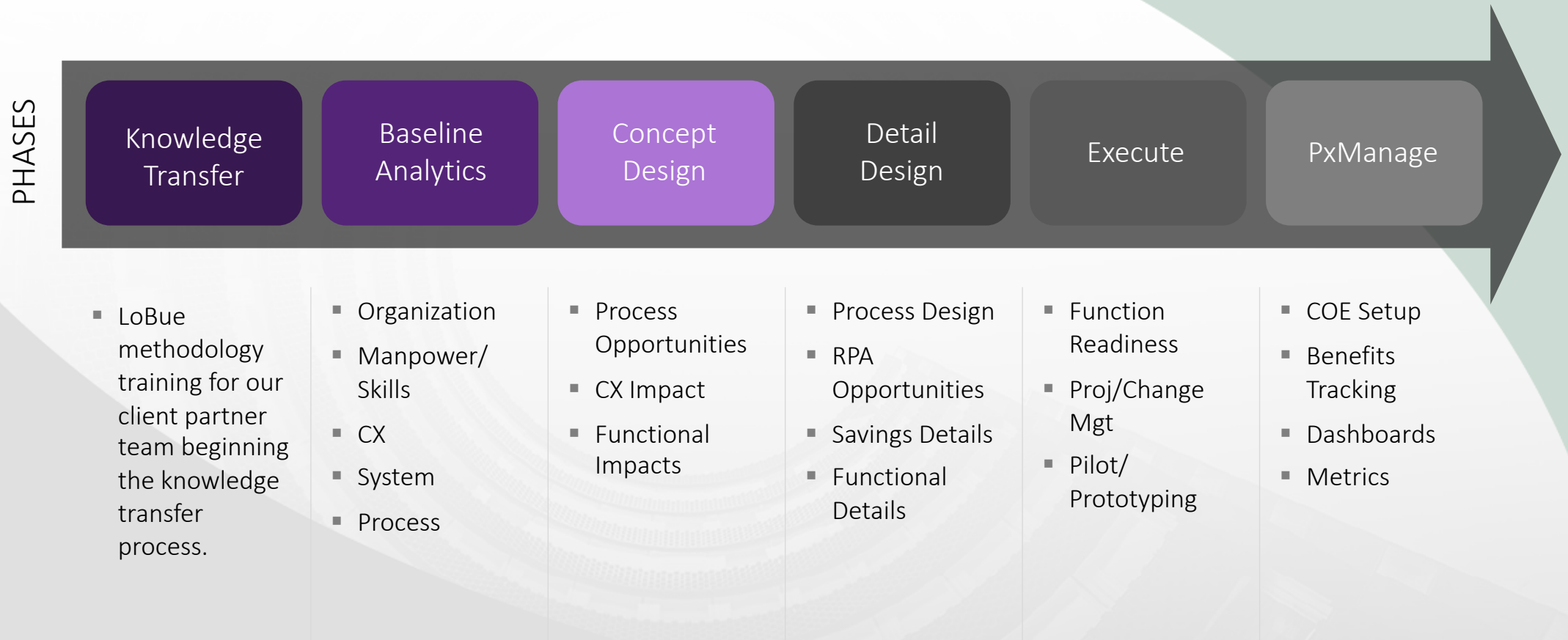
### Business Performance Solution Components...



### Business Performance Program Progression...



### Business Performance Program Progression (Details)...



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REAL RESULTS

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### Recap of what you get with a LoBue partnership....



Disciplined program utilizing  
a proven methodology focused on  
total operational performance...  
Employee, Financial  
and Customer



We provide global  
best practice for  
our clients



Fixed deliverables  
Fixed time-lines, fixed  
Fee. No surprises



We take on your biggest  
competitor, the status quo,  
and leave  
you to run the business



A partner with a 40+ year  
global track record of  
successfully executing  
change



We train your staff on our  
proven methodology and  
work hand in hand with  
them to ensure  
sustainable change

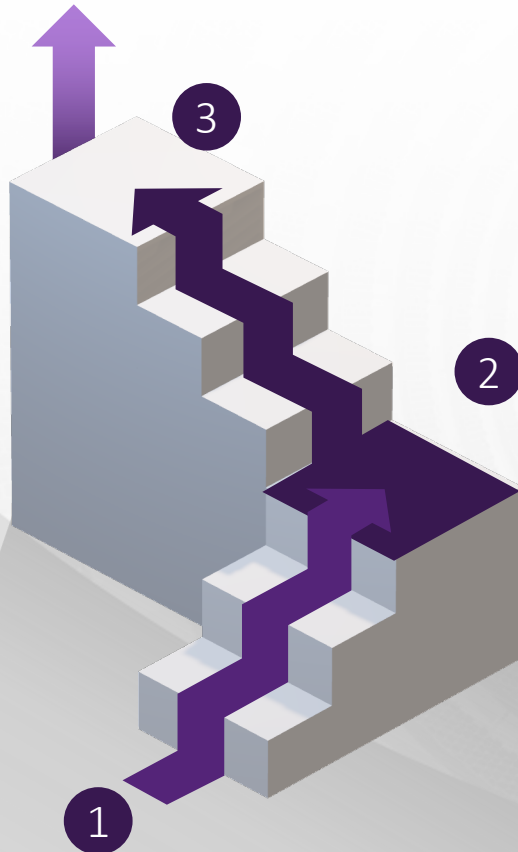


We focus on  
execution and results



We commit  
ourselves to your  
success

### Next Steps Overview...



What are the next steps in optimizing your organizational performance?

1

Undertaking a risk free no obligation LoBue Assessment Process.

2

A review of your enterprise structure and what drives your organization including customer requirements, functions, processes and people.

3

Full management debrief of our findings and opportunities maximizing current and future performance.

### Next Steps Details...

#### LoBue Assessment

We Perform a  
No-Obligation  
“Walk-  
Through” of  
the Business



Goals and  
Objectives  
Review

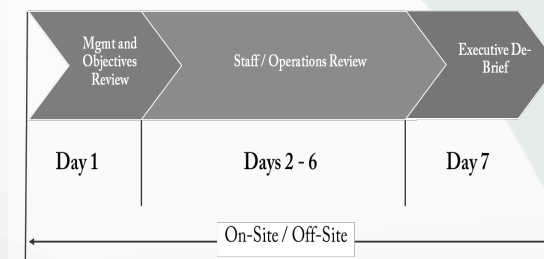
- Management Interviews
- Current and Planned Strategy
- Current and Future Major Initiatives
- Management Pain Points



Evaluation of  
Business  
Operations

- Current Operating Model
- Organizational Structure and Functions Alignment
- Committees and Governance Structure
- Key Revenue Drivers
- Key Staff / Line Management Interviews
- Delivery Capabilities and Challenges
- Technology Leverage
- Customer and Employee Experience Overview Including Pain Points
- Identification of Opportunities and Potential Benefits

#### Assessment Time-Line



Executive Management Debrief of Assessment Results



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NEXT STEPS

Thank you!  
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