

strategy&

Part of the PwC network

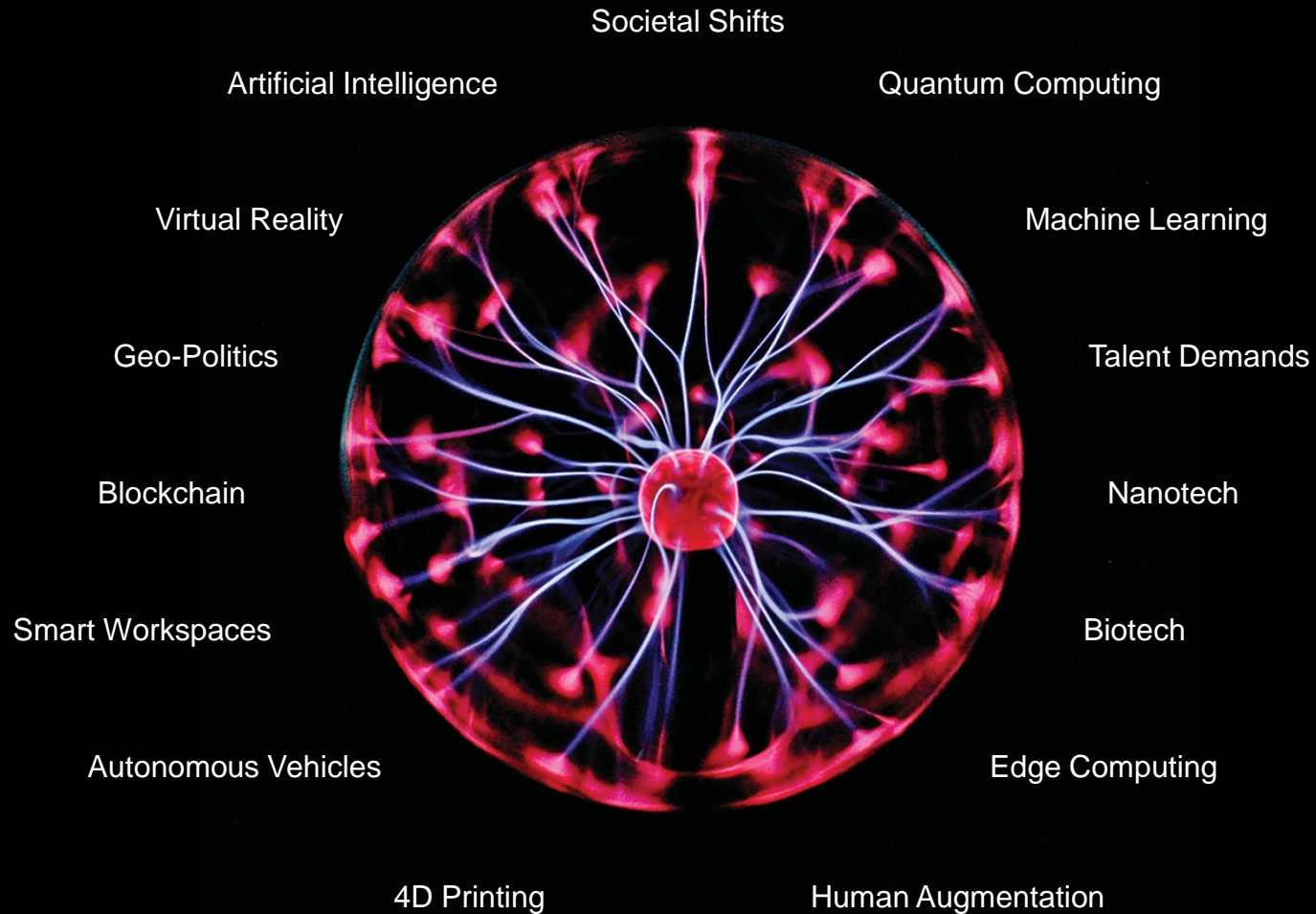
Thrive in an Exponential World

Get your business future-ready

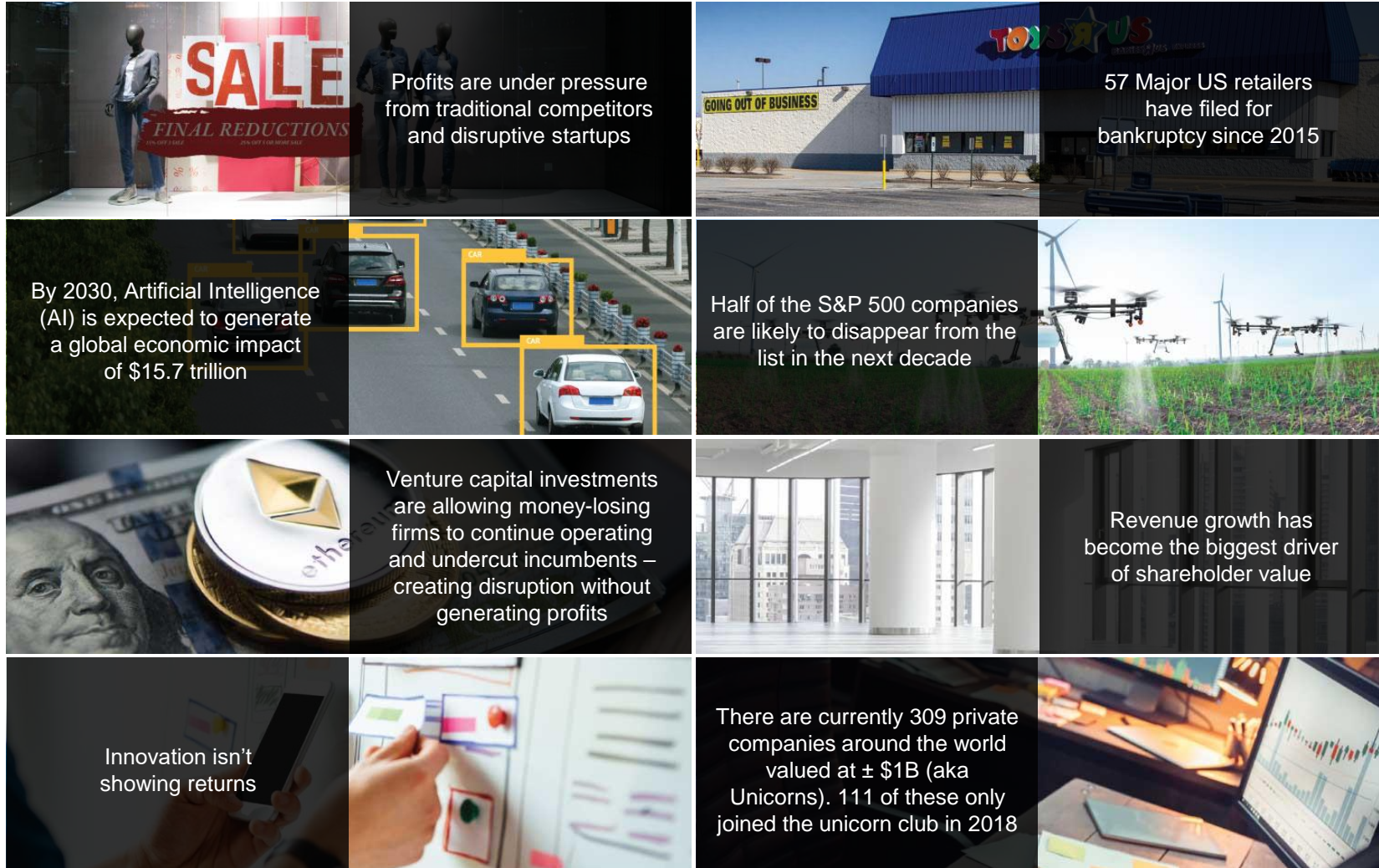
strategyand.pwc.com/za



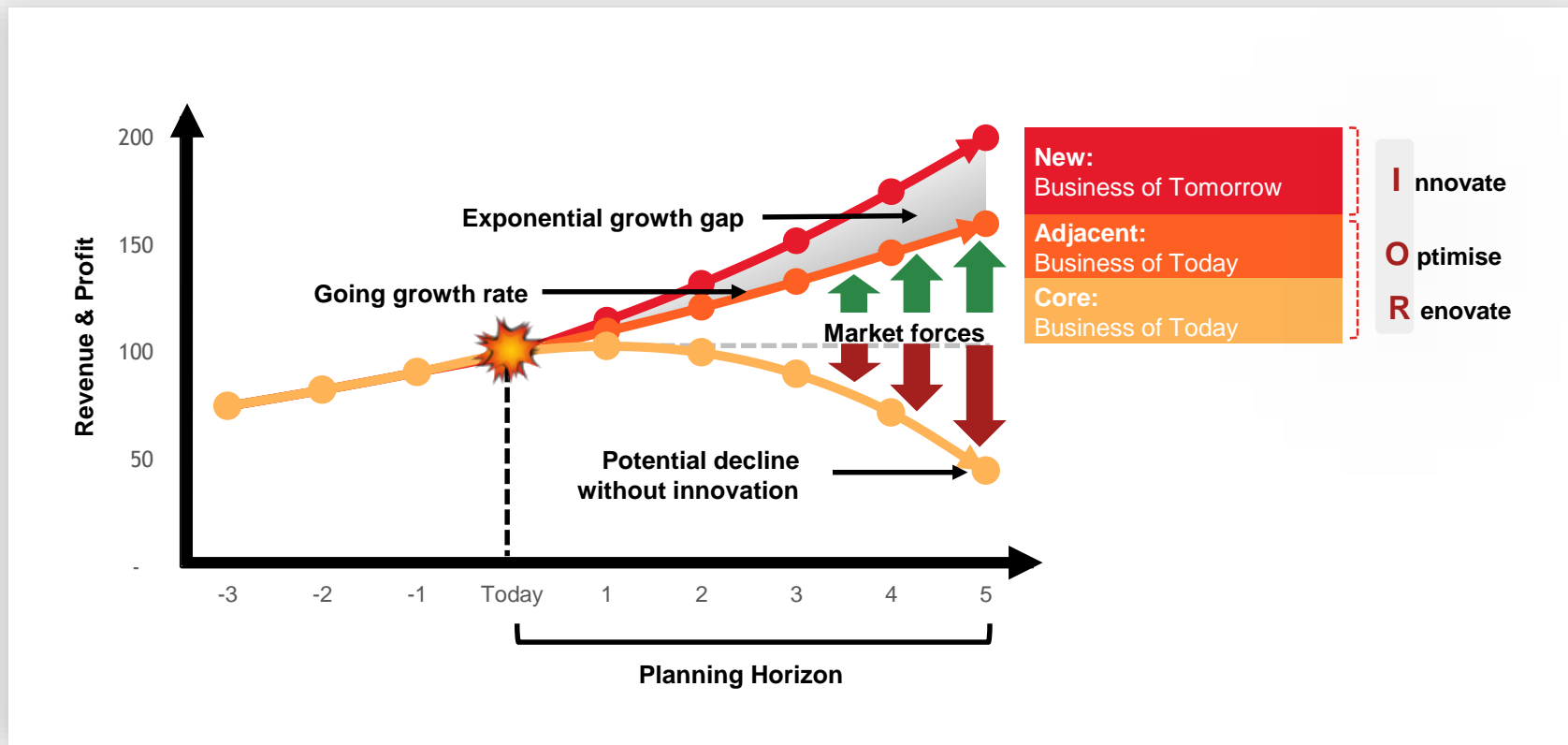
Do you understand the forces shaping the future?



And what those forces are giving rise to?



Our Exponential Growth process helps you deliver your business of tomorrow



...while you renovate and optimise your business of today.

Over the last decade, top value creating companies have consistently focused on high growth strategies

01

High performing organisations are those which have grown revenues continually through innovation by seizing on opportunities to:



Change customer expectations.



Change the competitive landscape.



Change industry economics as a whole.

02

For **top quartile** companies over the last decade across all industries:

- Total shareholder returns were **26.3%**.
- **72%** of the 26.3% were contributed by **revenue growth** and **expectations**.

Shareholder Value

Expectations

Revenue Growth

Operating Margin

Asset Efficiency

+72%

+13%

-5%

= 80%

Growth in PE multiple = 17%

Dividend yield = 3%

100%

“The world is becoming turbulent faster than companies are becoming resilient.”

Gary Hamel

Our Exponential Growth process

01 Understand



Multiple one-day sessions to diverge your thinking



An Indaba to converge your future vision

Strategic Thinking - Strategic Action - Strategic Execution.

Our expert network of futurists, innovators, business strategists, and entrepreneurs can help you understand the forces that have shaped what you are today, and more importantly, those that'll shape your future... Empowering you to choose your ideal future and fast-track its creation!

Hunches

02 Design



- Shareholder value analytics
- Ambition setting
- Strategic innovation mandate
- Board approval

03 Create

Hunches

Opportunity validations

Initial feasibilities

Bankable feasibilities

Commercialisation

6 to 8
game changing
new businesses



Validate and test future business ideas and opportunities using Design Thinking and Lean Innovation

strategy&

Part of the PwC network

Contact Us



Wayne Jansen

Strategy& | Partner

Tel: +27 (0) 83 357 2131

Email: wayne.jansen@pwc.com



Jacques Eybers

PwC Consulting | Partner

Tel: +27 (0) 83 325 2122

Email: jacques.eybers@pwc.com

strategyand.pwc.com/za

© 2018 PwC. All rights reserved.

PwC refers to the PwC network and/or one or more of its member firms, each of which is a separate legal entity. Please see pwc.com/structure for further details.

Disclaimer: This content is general information purposes only, and should not be used as a substitute for consultation with professional advisors.