

Authentic Brand & APQs

MY AUTHENTIC BRAND IS:

I AM A _____ (insert #1) who _____ (insert #2).

I _____ (insert #3).

I give this by _____ (insert #4 and #5).

Developing APQs: Warmth and Clarity

Audience Description

Meeting: Top Executive Committee

Key Decision Maker: CEO

Audience: Top Executive Committee

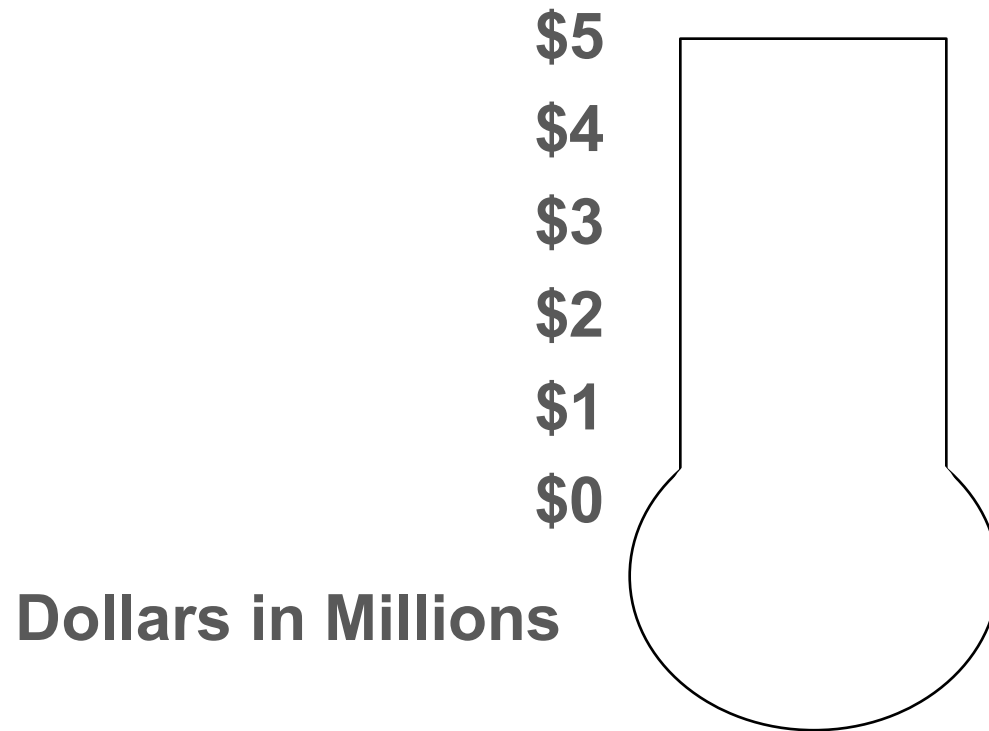
Location: Company Board Room

Personality Type: Mixed

Working Capital Update

John Smith
Executive Committee Review

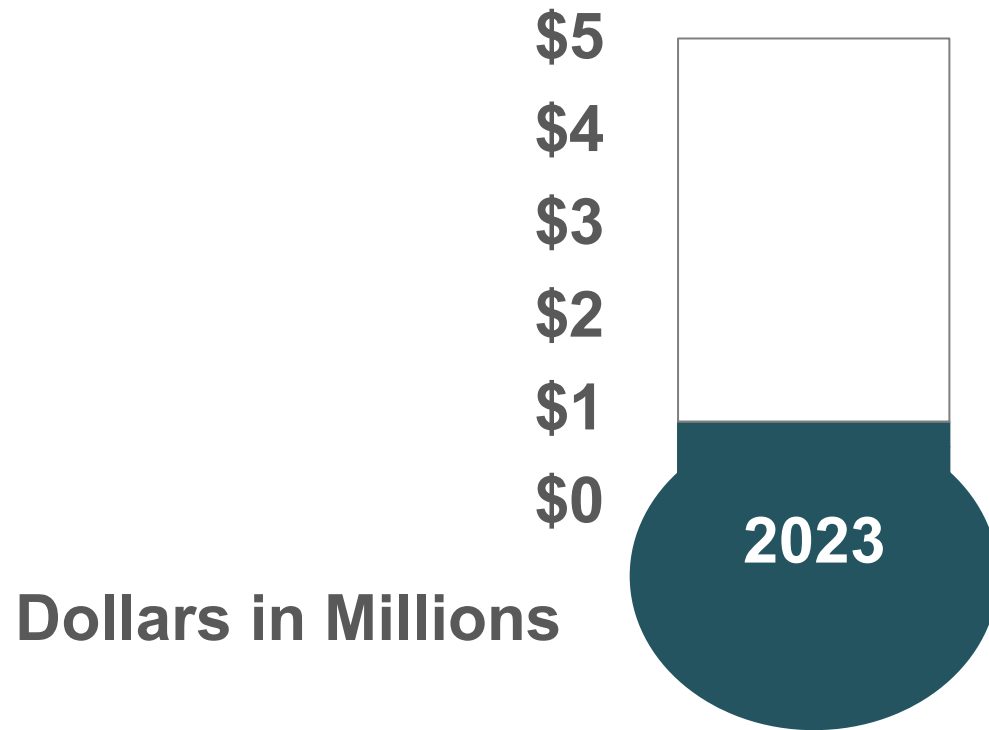
Working Capital Status



Dollars in Millions

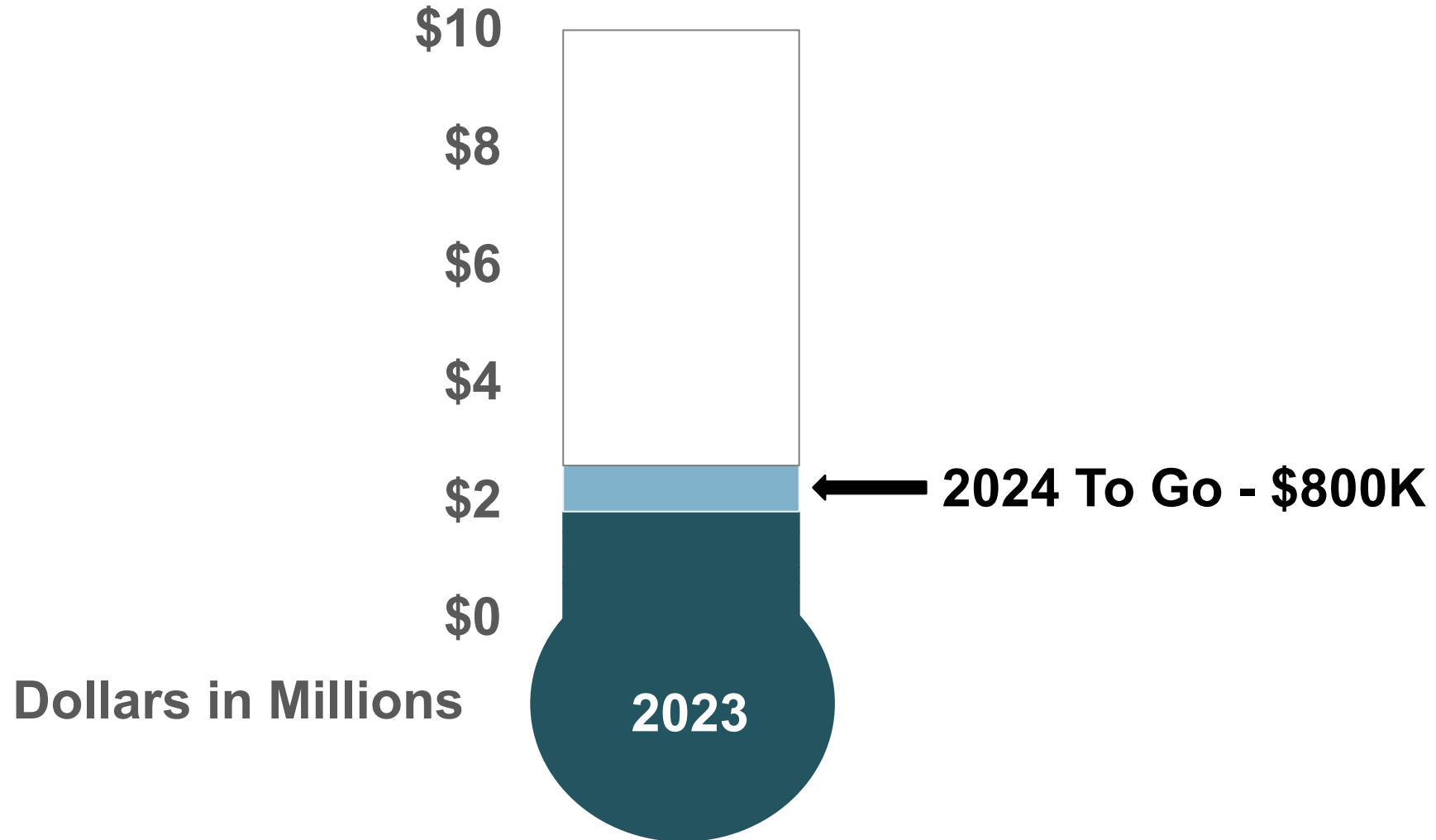
Initially Targeted \$5M Improvement

Working Capital Status



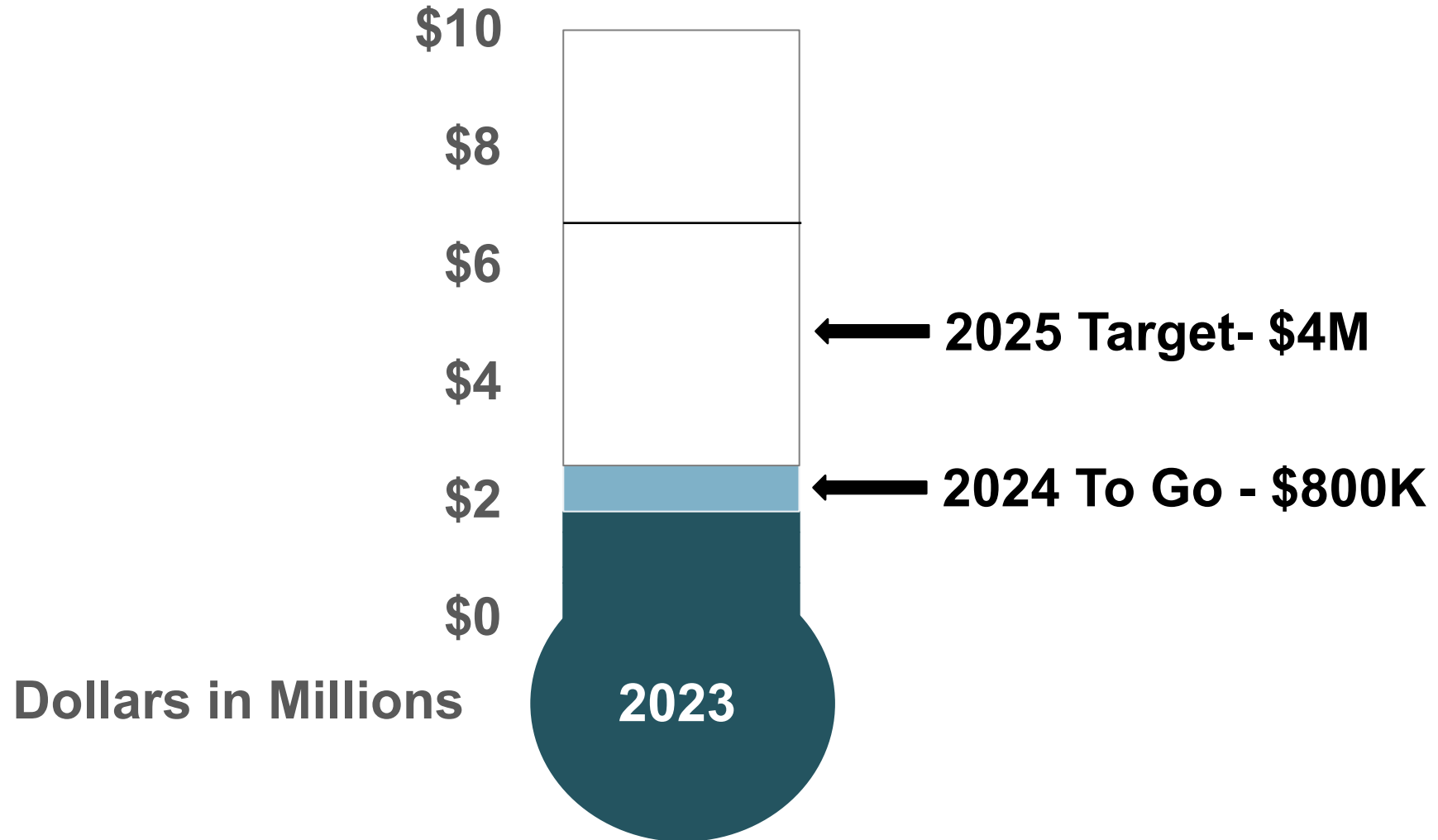
\$600K in 4Q 2023

Working Capital Status



\$1.8M Through 2Q 2024 . . . Increased Target to \$10M

Working Capital Status



\$4M Target in 2025

Executive Summary

- **Purpose:**
 - Update on Working Capital improvements
- **Value Proposition:**
 - Improve operational efficiency
 - Cultural change has started
 - Potential 25% - 30% increase in stock price
- **Action:**
 - Flow down of recommended communication message

Agenda

- Working Capital Status
- Metrics
- Next Actions

Working Capital Status

"H" = Highlight the Point,
"O" = OK, So What



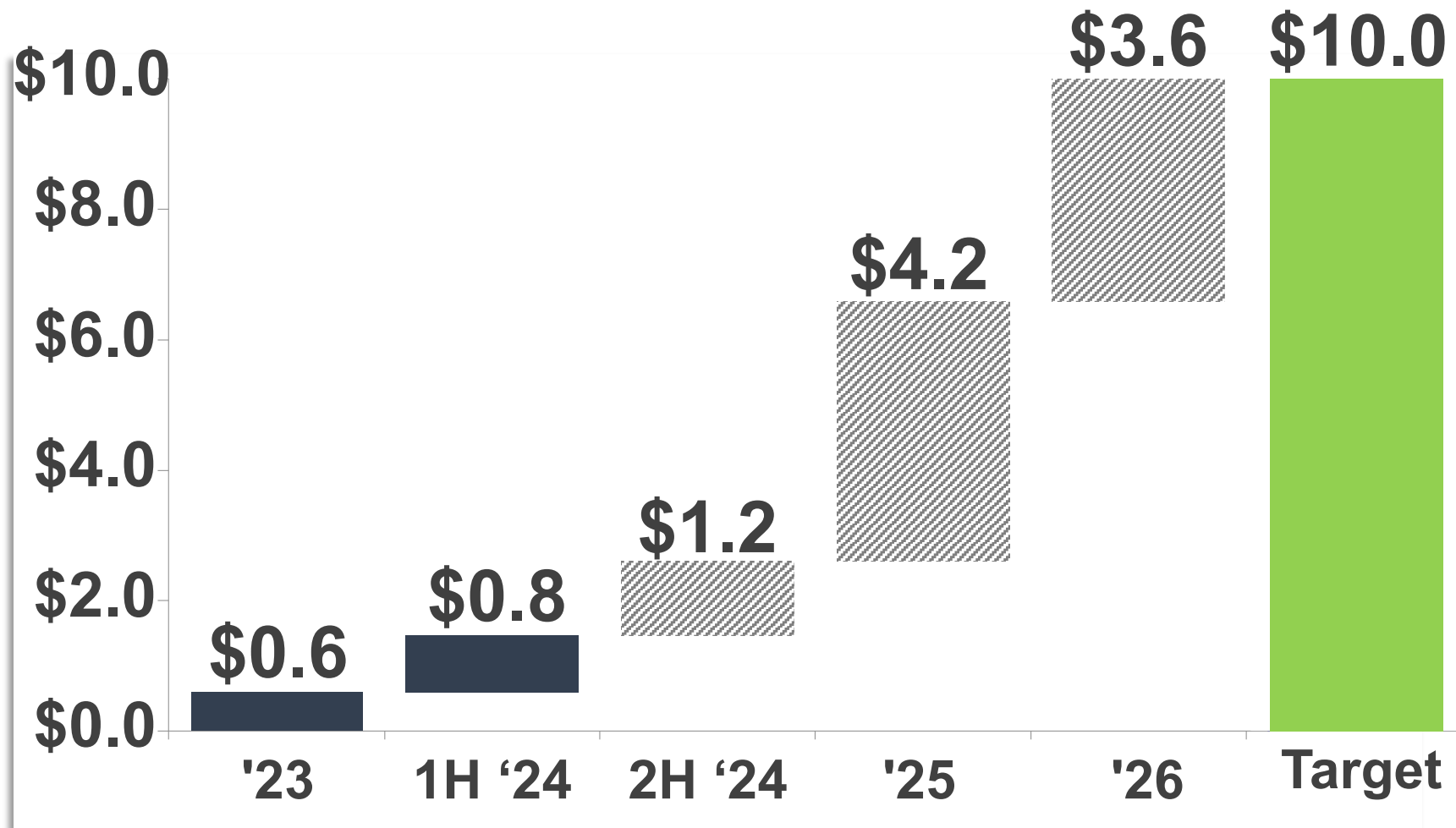
- 2024 target - \$2.0M improvement
- Procure to Pay
- Inventory Management
- Communication strategy in place

Accelerating financial benefit...driving working capital culture

"R" = Relevant Information

Working Capital Status

\$ in Millions

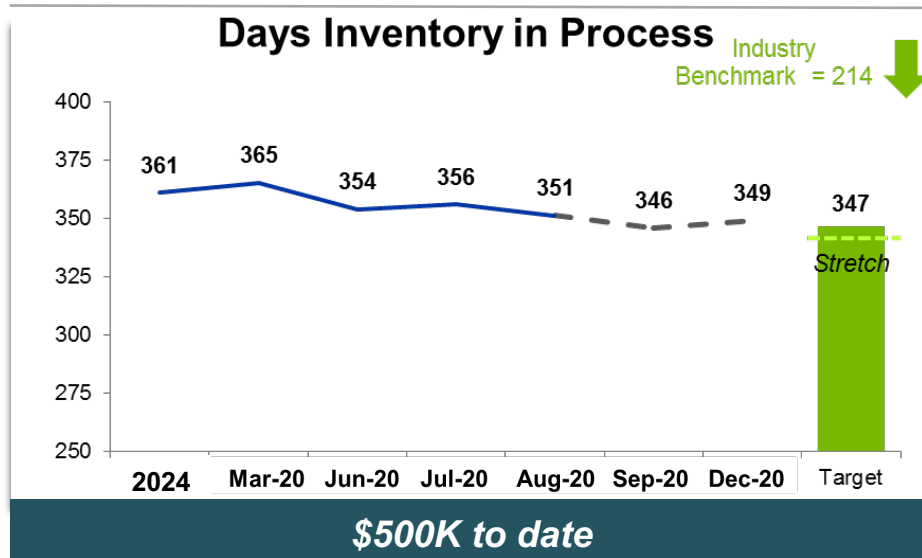
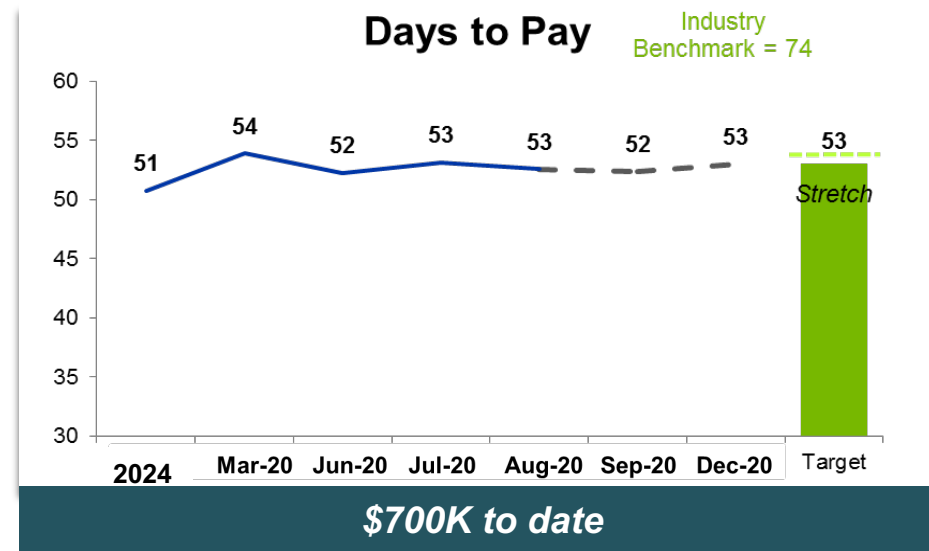
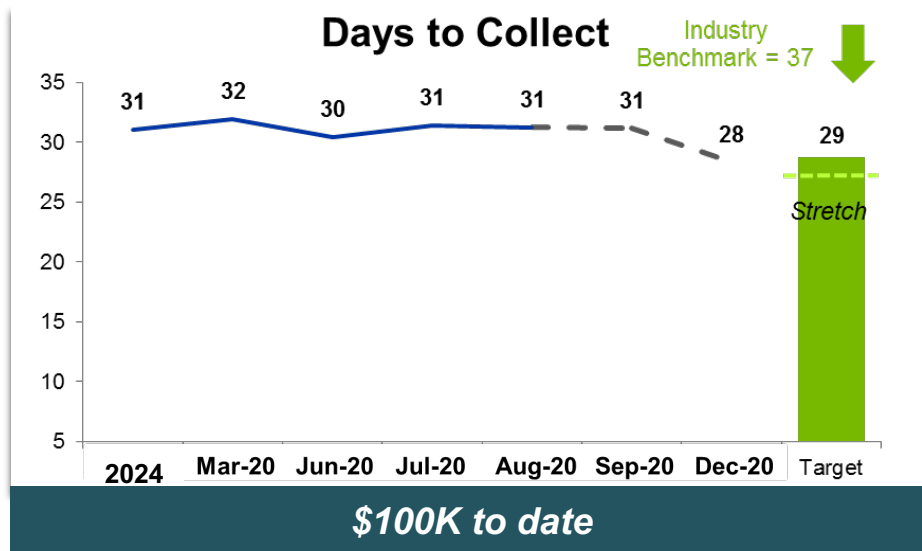


\$10M Improvement over 3 Years

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- Next Actions

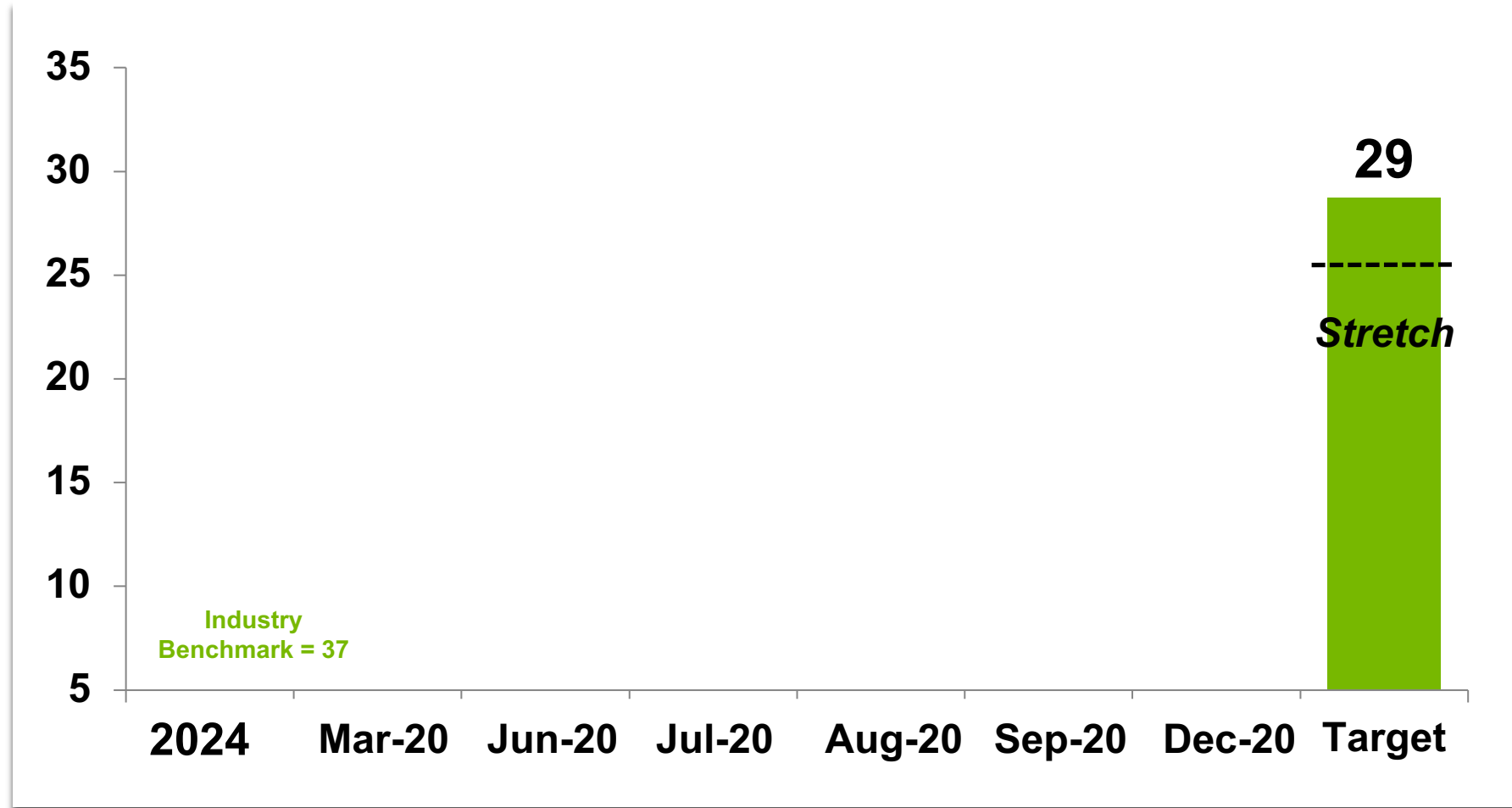
Working Capital Metrics "Overview"



Business Unit	Achieved YTD	YE Target
Alpha	\$594	\$1,000
Bravo	\$398	\$600
Charlie	\$210	\$400
Delta	\$16	
Total (\$ in Thousands)	\$1,218	\$2,000

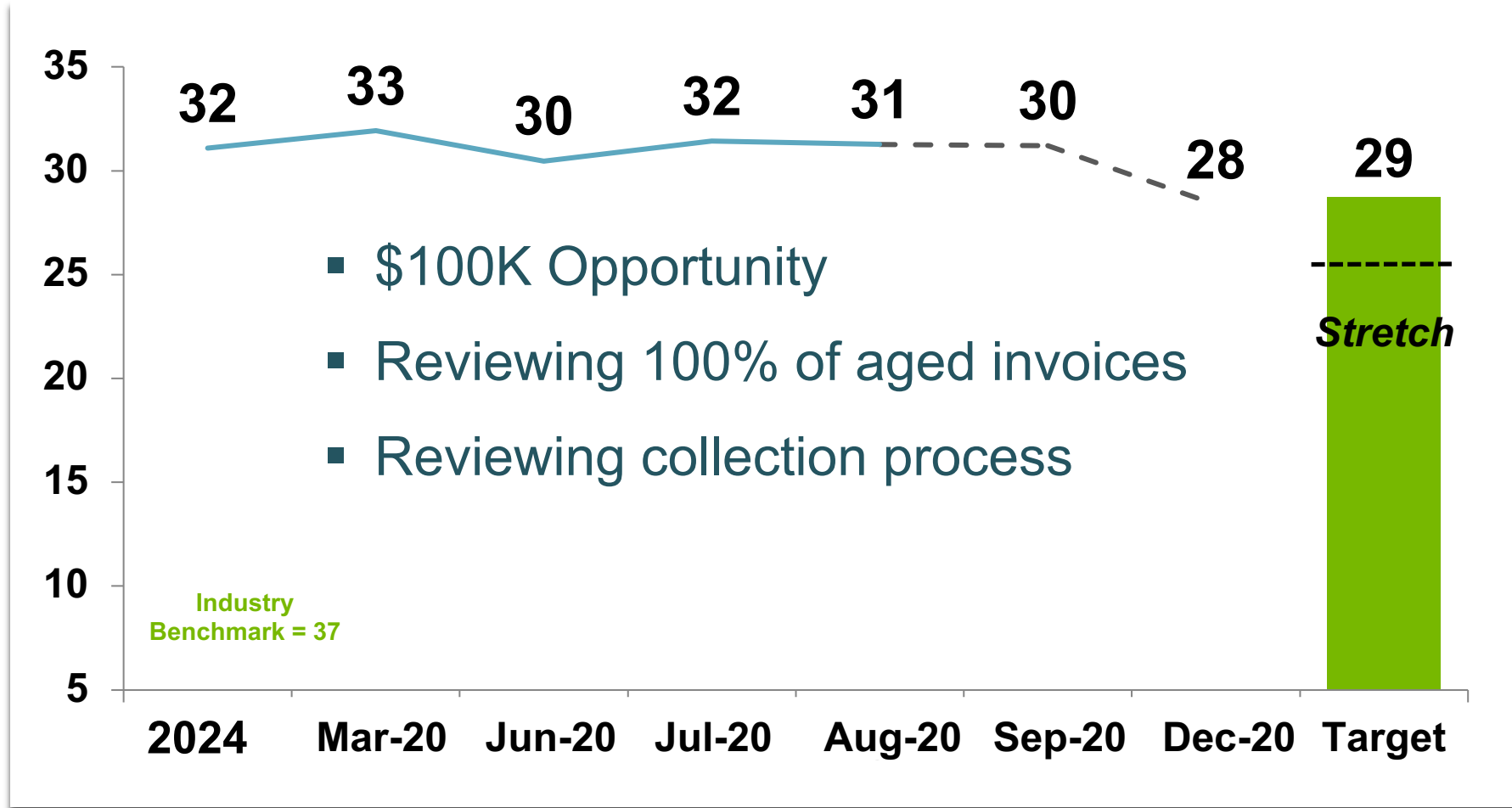
"H" = Highlight Next Point, "O" =
OK, So What

Days to Collect



\$100K to date

Days to Collect



\$100K to date

Agenda

- Working Capital Status
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Actions

- Complete 2024 Commitments
- Drive Inventory Accountability
- Enhance 2025 Financial accountability
- Flow down of recommended communication message

Changing the Culture – Everyday!

Cash Flow and Stock Price

■ Cash Flow — Average Stock Price