



Comprehensive Overview of Consulting Services

Explore Trident Partners' diverse consulting services, historical context, market trends for 2025, and tailored solutions to enhance your business efficiency and growth.

Evangelos Kostoulas
Christos Skroumas



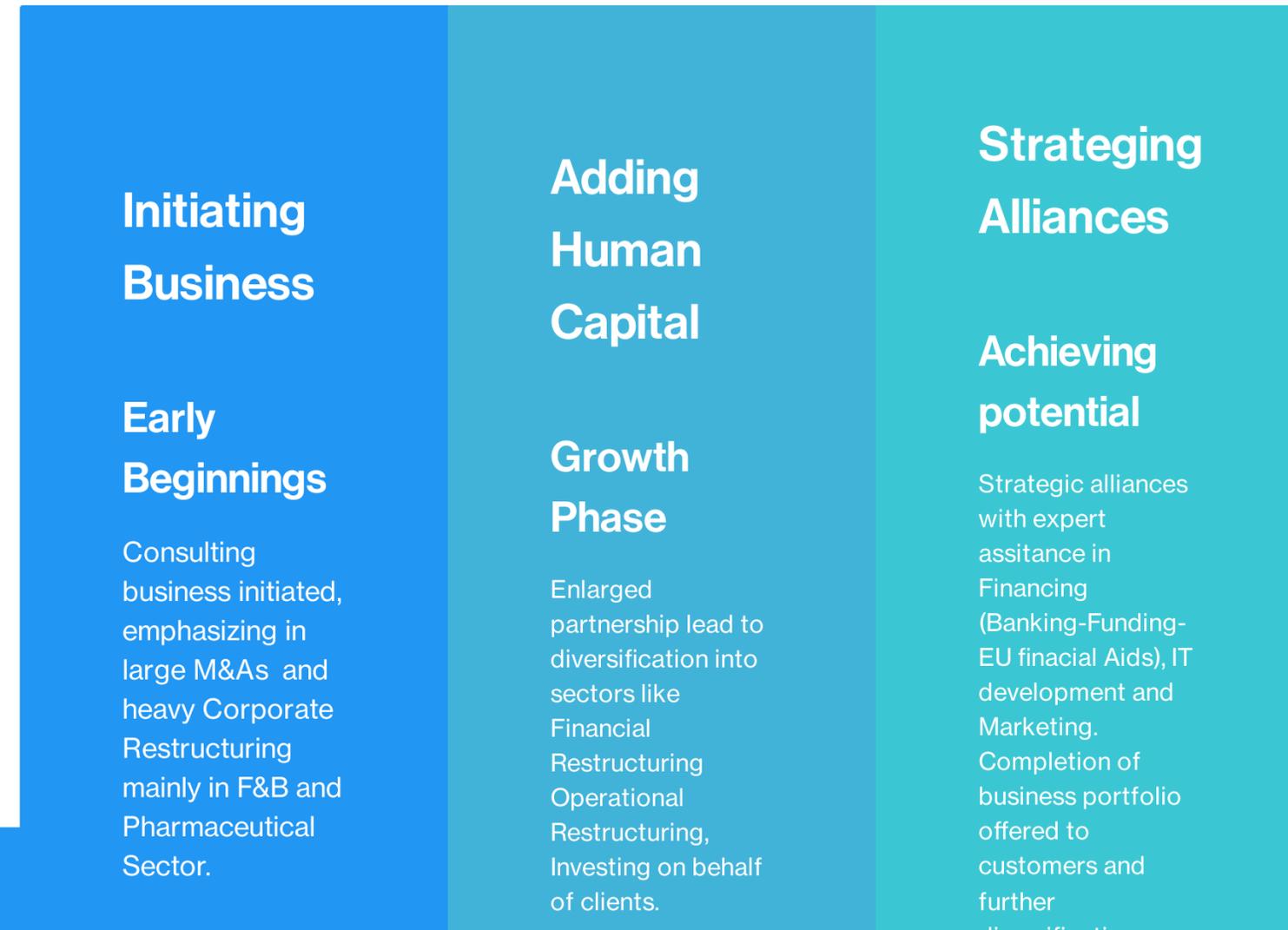
CONSULTING OVERVIEW

Welcome to Trident

Discover how Trident Partners provides innovative solutions to empower business leaders and drive success in a rapidly changing market landscape.

Evolution of Consulting Services - Trident Strategic Advantages

A Historical Overview of Client Value Creation



01 Strong Track Record

1. Completed more than 100 engagements
2. Strong Growth & Performance

02 Exceptional Partnerships

1. Small, experienced, creative and resourceful senior teams with hands-on experience
2. 2 Senior professionals and 3 affiliated Firms

03 Unique Skills

1. Implementation oriented, delivering results, not reports for reporting
2. Strong Operational as well as Financial Skills
3. Implementation oriented, delivering results, not reports for reporting

04 Strong Culture

1. Entrepreneurship
2. Diversity of experience
3. Good business judgment

Trident Team Profiles



Evangelos is in charge of the management and development of the activities of Trident Partners. Evangelos has been holding senior managerial positions for over 25 years and has lead a wide range of assignments in the public and private sectors in Greece and Europe. Prior to joining Trident Partners, Evangelos worked as Managing Director in Societe Generale M&A platform in Greece for nine (9) years and as Chief Financial Officer in some of the most dynamic manufacturing and services sectors in Greece, thus acquiring a sound knowledge in a variety of FMCG's sectors, such as: Food, Pharmaceuticals, Plastic pipes & Chemicals, Healthcare & Toiletries, Publishing and Printing industries, Electronic Media. Evangelos has also implemented various financial restructuring & reengineering programs and has acted as project leader in IT systems implementation for finance and controlling (SAP, PLATINUM). Evangelos graduated from the Athens University of Economics & Business (AUEB) with Bachelor in Economics and a Master of Arts in Econometrics. He also holds a postgraduate degree in electronic systems analysis & programming. He is a Certified Public Accountant.

Evangelos Kostoulas | Managing Partner



Christos Skroumas is a highly accomplished CEO, COO, and Head of Hospitality & Casino Operations with extensive experience in banking, hospitality, and strategic consulting. He has successfully led large-scale financial restructurings, M&A transactions, and distressed asset management projects. A key achievement includes increasing casino revenue at Club Hotel Loutraki from €20M to €70M+ in five years by implementing strategic enhancements in customer engagement, VIP programs, and digital innovations. He has also managed acquisitions and rehabilitations of luxury hotels and casinos, optimizing operational efficiency and financial performance.

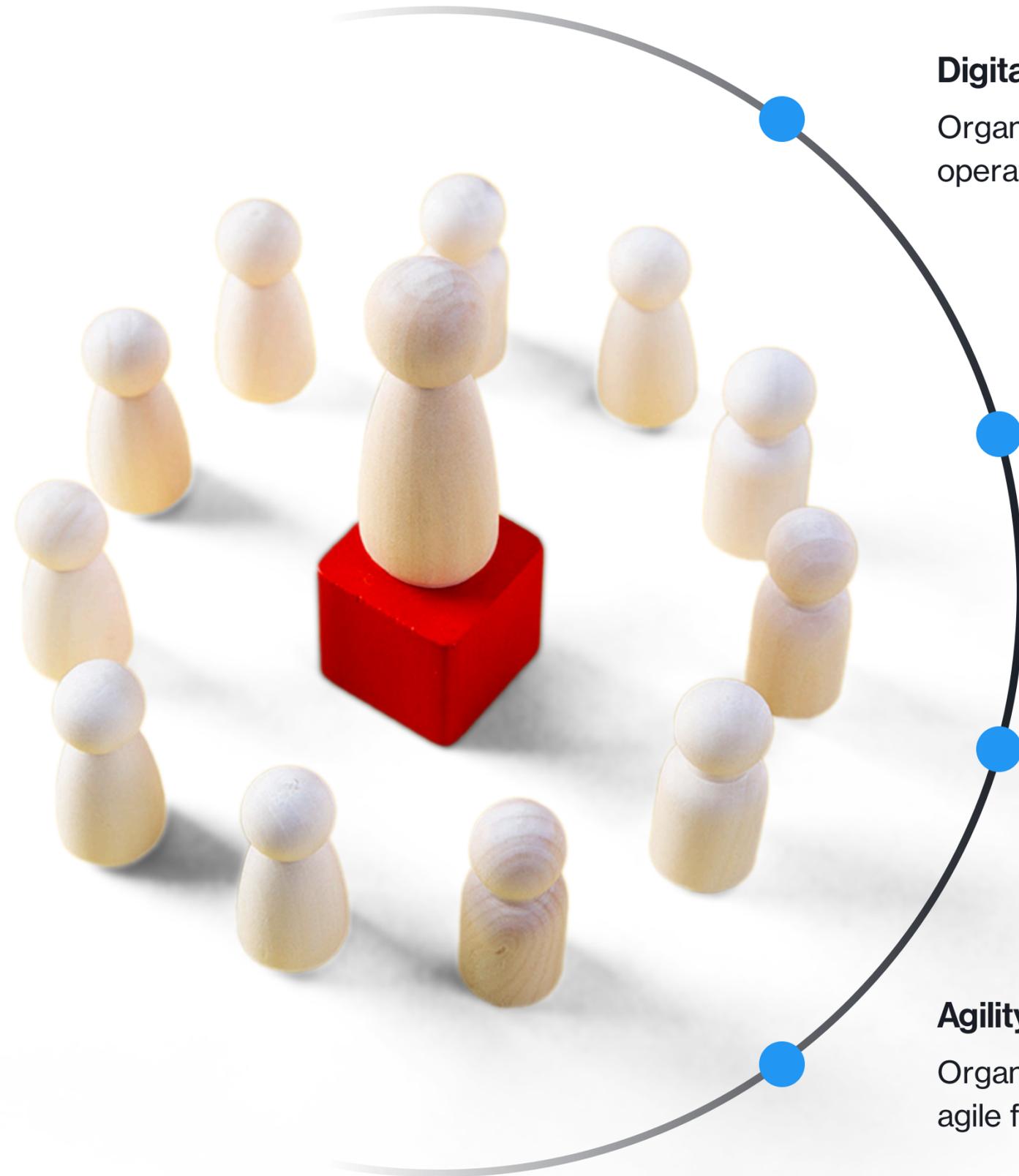
Christos specializes in AI-driven fintech solutions, omni-channel strategies, and digital transformation in both the financial and hospitality sectors. His leadership has driven over €100M in successful M&A deals, reinforcing his expertise in high-impact investment strategies. His career reflects a strong ability to lead multi-sector transformations, ensuring sustainable business growth and profitability.

Christos graduated with a B.Sc. in Chemistry from National and Kapodistrian University of Athens and holds a Master of Business Administration, MBA: University of Wales Cardiff, Cardiff Business School.

Christos Skroumas | Partner

Key Trends in Consulting for 2025

Exploring the major trends influencing consulting services



Digital Transformation

Organizations seek to leverage technology for operational enhancements.

Sustainability Focus

Clients are prioritizing environmentally friendly practices and sustainable growth.

Data-Driven Decision Making

Increasing demand for analytics-driven insights requires consultants to deliver data-centric solutions.

Agility and Resilience

Organizations are looking for ways to become more agile facing global challenges.

Overview of Key Services Offered

Comprehensive Solutions for Client Success

Operational Restructuring

Revamping processes to enhance efficiency and effectiveness.

Financial Restructuring & New Financing

Reorganizing financial assets to improve stability.
Exploiting New Financing Opportunities

Debt Restructuring

Modifying debt obligations to facilitate repayments.

C Level Positions

Filling executive roles to drive strategic direction.

Mergers and Acquisitions (M&As)

Advising on strategies for successful business combinations.

Project Management

Overseeing projects to ensure successful completion.

Business Valuation

Assessing the worth of a business for various purposes.

Assesing Investment Opportunities

Set up REO CRO groups in Greek Territory
Set up Food & Beverage operations in Greek Territory

Operational Restructuring for Efficiency

Strategies for Enhanced Efficiency and Effectiveness

Identify Inefficiencies

Pinpoint areas in operations that hinder performance and increase costs.



Implement Best Practices

Adopt proven strategies to ensure consistent and superior operational performance.



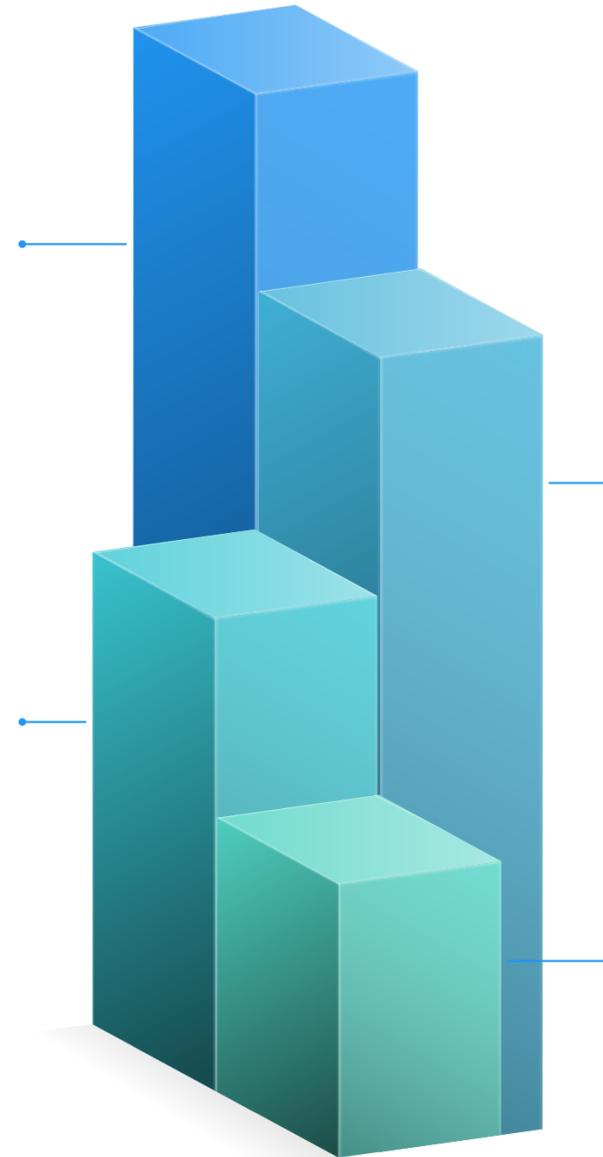
Streamline Workflows

Optimize processes to enhance productivity and reduce redundancies.



Real-World Impact

Clients have achieved a substantial 30% reduction in operational costs post-engagement.



Financial Restructuring Strategies & New Financing Opportunities

Essential Strategies to Overcome Financial
Challenges
Exploiting New Financing Opportunities



Financial Distress Solutions

Our services help companies overcome financial distress efficiently.



Debt Management

We implement effective debt management strategies to reduce overall liabilities.



Cash Flow Optimization

Enhancing cash flow is crucial for stability and growth.



Financial Forecasting

Accurate forecasting helps in strategic planning and decision-making.



Client Success Stories

Clients have stabilized finances and returned to profitability within 18 months.

Debt Restructuring Services

Expert Guidance from Trident Partners

Expert Guidance

Trident Partners provides expert guidance in managing and restructuring debt for sustainable growth.

Negotiating with Creditors

We assist clients in negotiating favorable terms with creditors to alleviate financial pressures.

Assessing Refinancing Options

Our team evaluates refinancing options to find the best solutions tailored to each client's needs.

Developing Repayment Plans

We create customized repayment plans that align with our clients' financial capabilities.

Successful Debt Reduction

Clients have achieved an average debt reduction of 40% through our tailored strategies.

C Level Positions: Executive Support and Guidance

Ensuring Continuity and Stability in
Leadership



Interim Support for Leadership Roles

We provide interim support for C Level positions to ensure leadership continuity during transitions.



Placement Services Offered

Our services include placement of CEOs, CFOs, and COOs to maintain effective leadership.



Strategic Advice and Mentorship

We offer strategic advice and mentorship to guide leaders through complex challenges.



Expert Transition Management

Our experts manage transitions smoothly, minimizing disruption to the organization.



Maintaining Organizational Momentum

Our expertise helps organizations sustain momentum during leadership changes.

Mergers and Acquisitions (M&As)

Key Areas of Focus



Due Diligence

A thorough due diligence process identifies potential risks and opportunities.

Integration Planning

Strategic integration planning ensures smooth transitions and operational efficiency.

Valuation and Pricing Strategy

Effective valuation ensures fair pricing, maximizing value for stakeholders.

Market Share Increase

Successful M&A engagements have led to a 40% increase in market share for our clients.

Project Management Excellence

Key Aspects of Our Project Management Services



Comprehensive Resource Allocation

Effective distribution of tasks and materials to optimize performance.



Proactive Risk Management

Identifying potential risks early to mitigate impacts on project timelines.



Stakeholder Communication

Maintaining open channels with all parties to ensure project alignment.



95% Success Rate

Demonstrated track record of delivering projects on time and within budget.

Comprehensive Business Valuation Services

Leveraging Valuation for Strategic Growth

Understanding Business Value

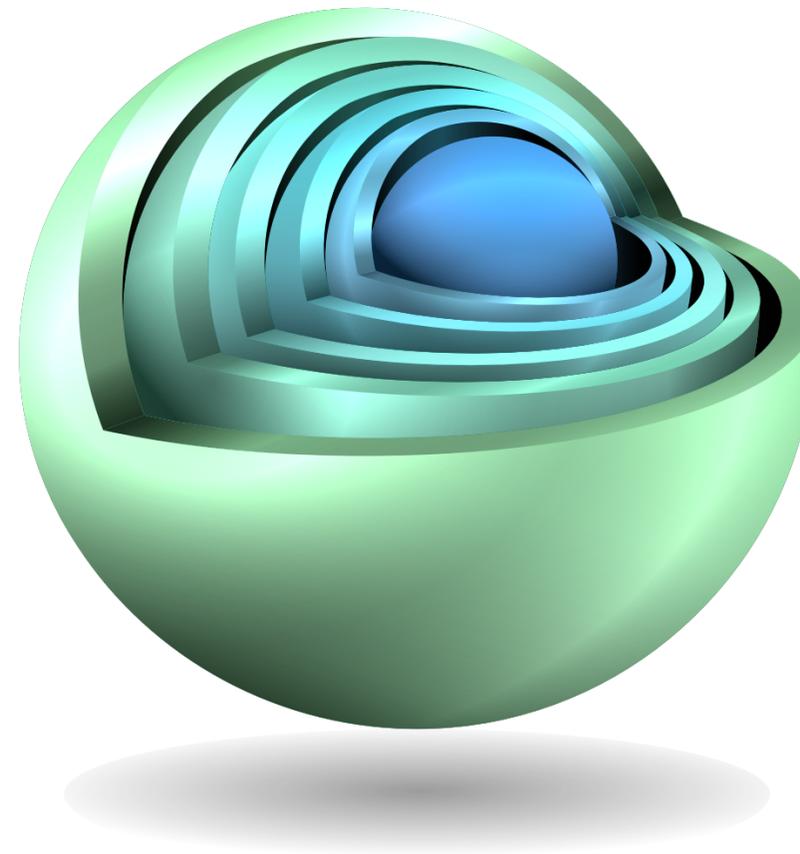
Discover why knowing your company's worth is essential for strategic planning.

Financial Forecasting

Our financial forecasting services help predict future revenue and growth.

Attracting Investment

Clients leverage our valuations to attract potential investors effectively.



Market Analysis

We conduct thorough market analysis to assess your competitive landscape.

Asset Valuation

Accurate asset valuation ensures all company assets are properly accounted for.

Securing Funding

Our reports have helped clients secure essential funding to grow their business.

Assesing Business Opportunities for Clients



Identify Client Needs

Investment goals, Risk apetite, Time Horizon, Personal values



Scan the market

Market potential, Financial performance, Competitive landscape, Regulatory environment



Identify Potential Targets

Clear criteria helping in selecting viable and valuable opportunities. Allignment with client investment goals. Mitigating potential risks

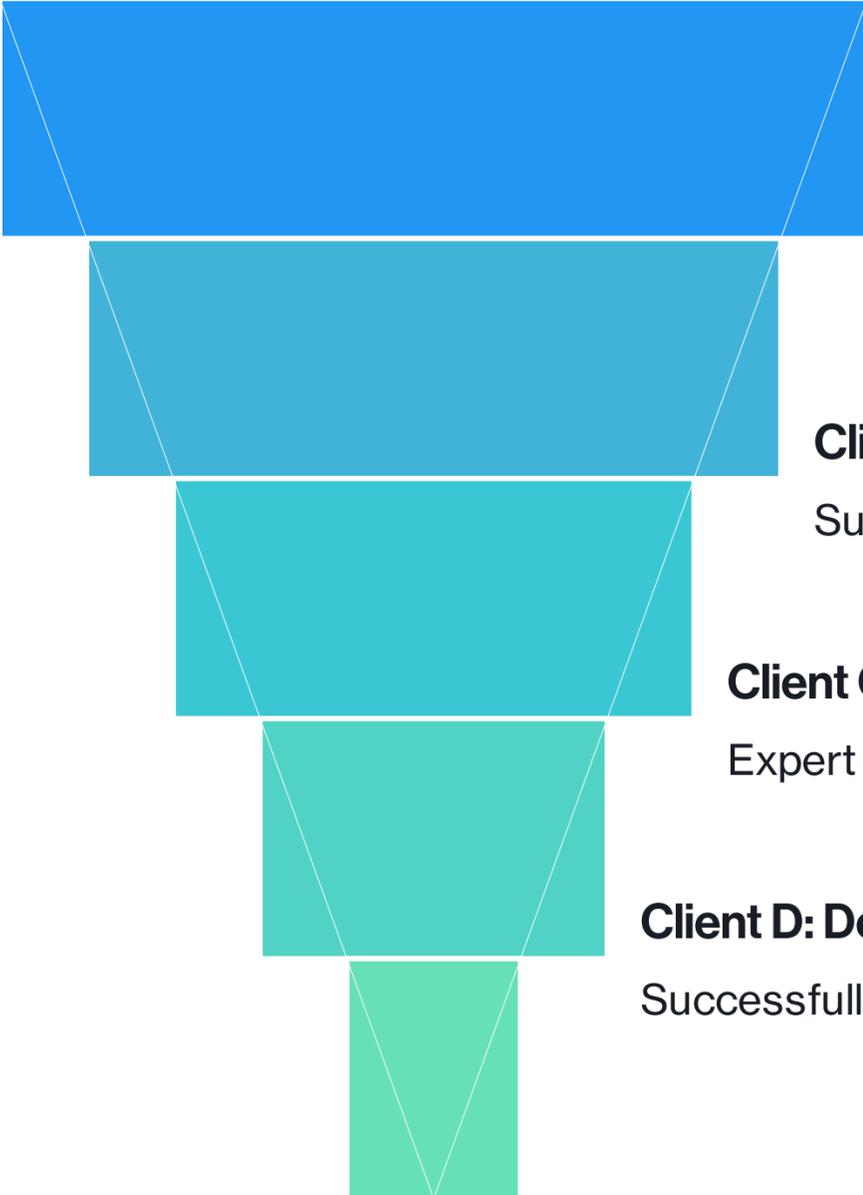


Execution

Detailed action plan, Resource allocation, Monitoring and Feedback, Completion and Handover

Successful Client Engagements

Case Studies Demonstrating Impact



Client A: Successful Restructuring & Reorganization of Hospitality & Leisure Market Leader

Achieved a 400% increase in turnover through operational and financial restructuring.

Client B: Set up in Greece of an existing Real Estate family fund with over 2 billions in assets

Successfully navigated the set up of a \$2B family office in Greece by investing initially over € 100 M.

Client C: Take over CFO & CEO duties for F&B and Hospitality Resort Clients

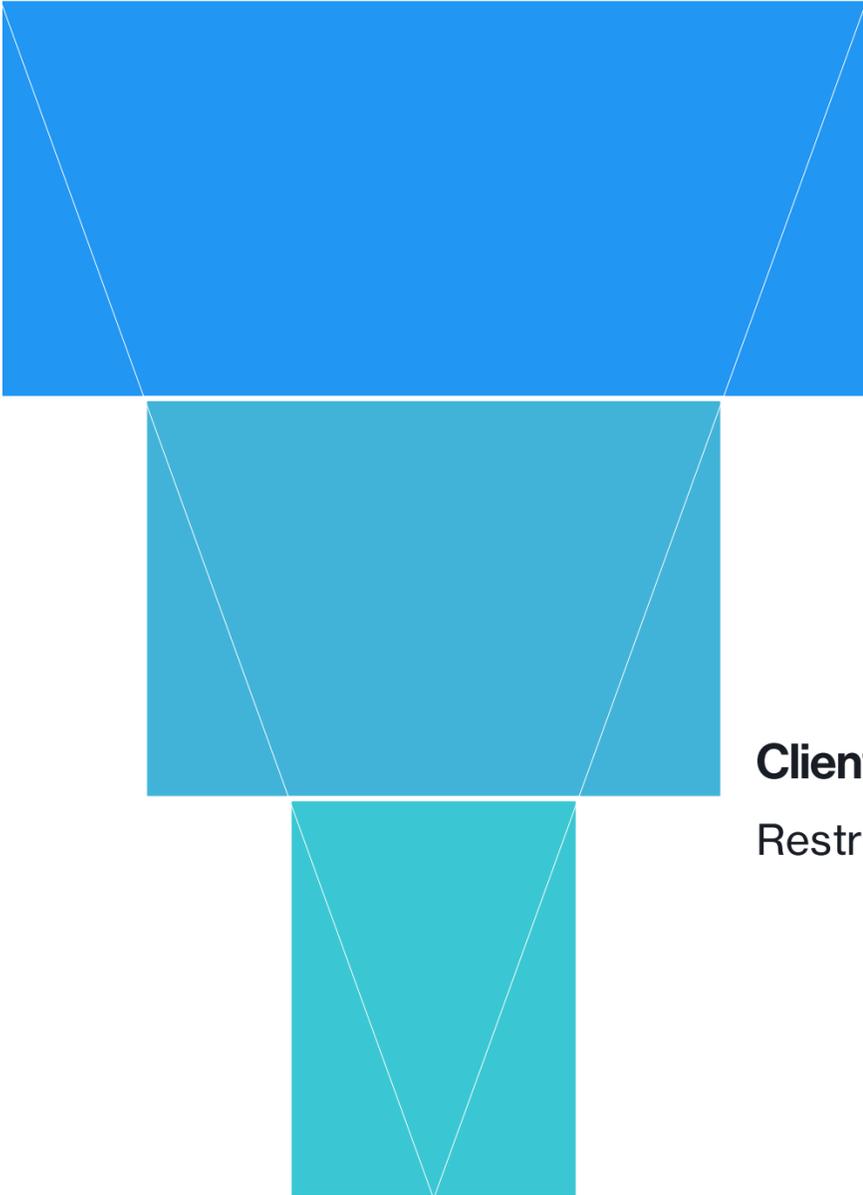
Expert guidance, leading to significant growth for Industrial and Hospitality clients.

Client D: Debt Restructuring with a haircut of 50% for Retail Client

Successfully navigated a \$10M debt reduction strategy, enhancing financial stability.

Successful Client Engagements continued

Case Studies Demonstrating Impact



Client F: Acting as a Financial Advisor for a Multi National Retailer

Assisting client for buying out minority interests of its Greek Subsidiary with almost a billion euros turnover.

Client G: Restrucure Operations and Redesign Network for a Multi National Fast Food Company

Restructuring and redeveloping restaurant business and network in Greek territory

Value Proposition for Business Success

Tailored Solutions for Business Achievements



01 Understanding Client Needs

We prioritize a deep understanding of client needs to tailor our solutions effectively.

02 Customized Strategies

Our strategies are uniquely crafted to align with the specific goals of each client.

03 Measurable Outcomes

We are committed to delivering measurable outcomes that demonstrate the effectiveness of our solutions.

04 Trusted Partnership

We aim to be a trusted partner, guiding clients through business challenges toward sustainable growth.

01 Explore Business Support

Contact Trident Partners to discuss how we can support your business in 2025.

02 Schedule a Consultation

We invite you to reach out for a consultation to discuss tailored strategies.

03 Align Strategies with Goals

Together, we can develop strategies that align with your business objectives.

04 Contact Information

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Email: v.kostoulas@trident-partners.gr | Phone: (+30) 6944296006

05 Collaborate for Success

Let's work together to achieve your business objectives and drive success

Call to Action: Let's Discuss Your Business Needs

Get in touch with Trident Partners



Connect with Trident Partners for Success

Reach out today for a consultation to explore how Trident Partners can help your business tackle challenges and thrive in the year 2025.

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