



The Sustainable Change Partner

September 2023

Growing and Evolving in an Uncertain World



The post-COVID, deglobalising, climate-challenged world is forcing businesses to navigate a sea of change. No matter their stage or size.

Sometimes, change means growth. But, when approached incorrectly, it can destroy value and damage the environment. Sometimes, change means evolution.

Ultimately, you may want to increase the value of your organisation, which now must also account for environmental, social and governance (ESG) factors.

At some point in your journey, you may need a partner that can complement your capabilities and help you navigate change.



The Sustainable Change Partner

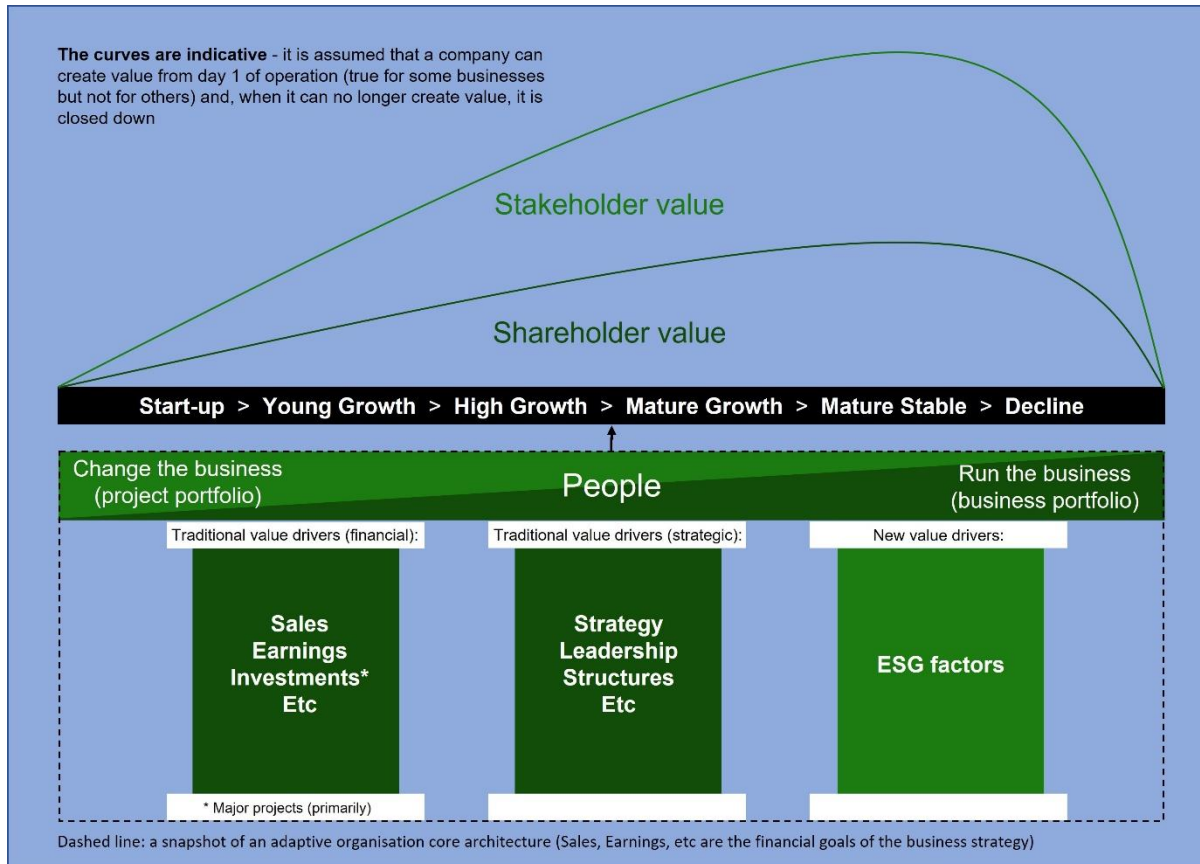


P27 is a team of Experts, Advisors and NEDs who help businesses, large and small, in Finance, Technology and other sectors plan and deliver sustainable change and increase their value.

We are a London-based firm incorporated in 2004 that offers services, such as Expert Advice and Venture Support, and operate the Business Lab.

We are a member of the [CDRT](#) – the Coalition for the Decarbonisation of Road Transport established by the Green Finance Institute, supported by HM Treasury.

Sustainable Change: the three pillars



To change sustainably, firms must manage:

1. The traditional financial drivers of value, such as sales, earnings and investments to increase shareholder value over time, rather than short-term profit
2. The traditional strategic drivers of value, such as the strategy (non-financial goals), leadership, and structures to maintain an innovative organisation
3. The new drivers of value – the ESG factors to increase stakeholder value over time*

* Model introduced to the CISI members by M Tortone, director at P27, in the article [Sustainable change: the new model for value creation](#), published in The Review, the journal of the Chartered Institute for Securities & Investment (CISI).



Business Services



We offer four core services to complement the capabilities of our clients, which include:

- [Expert Advice](#) - for all businesses - find a Business Expert for a short consultation on Change, ESG, Finance, Risk, Valuation and more
- [Venture Support](#) - for earlier stage businesses - enrol in a structured advice programme or just find NEDs to help your company grow
- [Strategy & Finance](#) - for larger businesses - fill the gaps in your Strategic Project Team and get help with ESG Integration and more
- [International Trade](#) - for smaller businesses - find new markets for your products and services, and get help with Market Research and more

We also offer custom services to help clients with whatever they need to achieve their goals.



Business Lab



P27 operates the [Business Lab](#), our own portfolio of projects to explore solutions that help businesses change sustainably, delivered via four programmes:

- **Marketplace** - where businesses find solutions to transition to a greener and fairer economy
- **Forums** - business groups that want to make the world a better place
- **Toolbox** - tools to help your business grow or evolve, sustainably
- **Papers** - working papers and other research on sustainable change

The programmes and projects are run by ourselves, or in collaboration with business partners.

To access the free content of our Lab, you need to register.



Clients



Our clients include investment banks, hedge funds, wealth managers, fintechs, tech houses, AI & blockchain solution providers, carmakers, energy companies and FMCG makers.

They range from small businesses with less than 10 employees in one country to large ones with more than 50,000 employees in over 100 countries.

Some of the businesses our team worked with:

- Credit Suisse
- Deutsche Bank
- Fiat (Stellantis)
- Ford
- J.P. Morgan
- Nielsen
- Rothschild
- Sun Microsystems
- Suzuki
- UBS



Expert Network



Our [leads](#) are supported by a network of 150+ experienced specialists and former executives at banks, corporations and start-ups as well as business partners:

- Based in the UK, the EU, the US, the ASEAN and other countries
- Expertise includes business change, business development, business planning, digitisation, ESG integration, financial markets (inc crypto), green finance, leadership development, marketing, regionalisation, risk management, valuation and more



Value Proposition

If you are a small, mid-sized or larger business in Finance, Technology, Mobility, Energy and FMCG (food), who wants to make the world better and is looking for better value for advisory spend:

- Our business model allows us greater flexibility in what we do, how we do it and how we charge for it, enabling us to provide better value for you than both large management consultancies and traditional boutiques
- Our experienced, entrepreneurial and tech-savvy team offers change (growth or evolution) as well as function & sector-specific support
- We are truly green – we only work with businesses that are or want to be sustainable and are aligned with our [values](#)
- We are truly diverse – we have no nationality that dominates and aim for a 50/50 split gender wise



Learn More

We are looking for new clients as well as partners to work with on both client projects and internal ones.

To learn more and book a free initial consultation, please visit:

p27.network