

CORPORATE VENTURE LAUNCHPAD 3.0 (STARTUP PARTNERSHIPS)

Introduction to Arthur D. Little

AUGUST 2024

ARTHUR  LITTLE

Arthur D. Little is a global management consulting firm with innovation at our core, creating 'The Difference' for our clients for over 138 years



Who we are?



1

Our company: World's first management consulting company with 138 years of history, at the forefront of strategy, innovation and transformation



2

Our uniqueness: We help you overcome today's most pressing challenges and seize tomorrow's most promising opportunities through "The Difference" we make to your business and in how we work with you



What we do?



3

Our track record: Innovation is in our DNA – We have delivered impact across multiple, game-changing innovations developed side-by-side with our clients



4

Our services: 'Full-service consultancy', linking functional excellence and industry expertise – linking strategy, innovation and transformation in technology-intensive and converging industries



How can we collaborate?



5

Enabling you to ACT: Aim, Connect, Transform (ACT) – Fostering multiple connections, relationships and partnerships among our clients, start-ups and the wider ecosystem



6

Our value proposition: Our 'Open Consulting' model leverages a robust global network that includes other corporates, startups, investors, academia and the public sector



7

Side-by-Side™ approach: A collaboration model that promotes seamless cooperation and knowledge transfer to enable our clients to be self-sufficient post engagement

Founded in 1886 at MIT, Arthur D. Little is the world's first global management consulting firm linking strategy, innovation and transformation

Introduction to ADL



1886

World's first management consulting firm



40+

Offices worldwide – global reach with local presence



1500

Creative minds, innovative thinkers and self-starters



Many more start-up, VC & academic experts – connected through 'Open Consulting'

Long-standing relationship with innovators, entrepreneurs, technologists and academics



Arthur D. Little Inc. Building
30 Memorial Drive in Cambridge, Massachusetts

Constructed in 1917 as a research laboratory for the Arthur D. Little Company, now serves as the headquarters for the Dean of the MIT Sloan School of Management and other Sloan administrative groups

How we make The Difference

AMBIDEXTROUS MINDSET

With a powerful combination of creativity and rigor, we link people, technology and strategy in all relevant dimensions.

ENTREPRENEURSHIP

Our people have the creative freedom to make an impact; we encourage an entrepreneurial mindset at all levels of our firm.

PEOPLE CENTRICITY

People are the source of our originality. By working side-by-side with our clients we augment their capabilities.

ORIGINAL SOLUTIONS

We find original and pragmatic ways to accelerate performance and innovate through convergence and digital.

OPENNESS

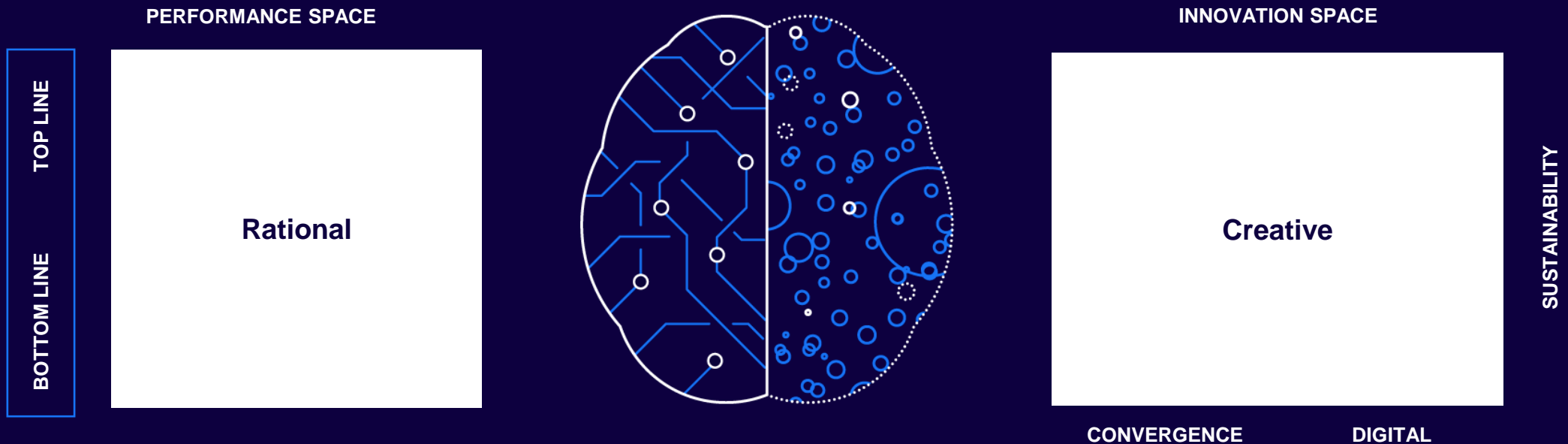
We believe in an open world – and through our open consulting approach we create connected communities and ecosystems.

IMPACT

We make a positive impact on people, organizations and societies.

The difference we make to your business

We find **original** and **pragmatic** ways to **accelerate performance**, **innovate** through convergence and digital and make a **positive impact on the world**.



The difference in how we work with you – Side-by-side working and open consulting



We **augment your capabilities** by working **side-by-side** with you.



Unlike other firms, our aim is to **bring all employees with us** – not just the top level.



We always work in **integrated teams** to find the best solutions **together**.

This creates the ideal **momentum for change.**



We believe in an **open world**.

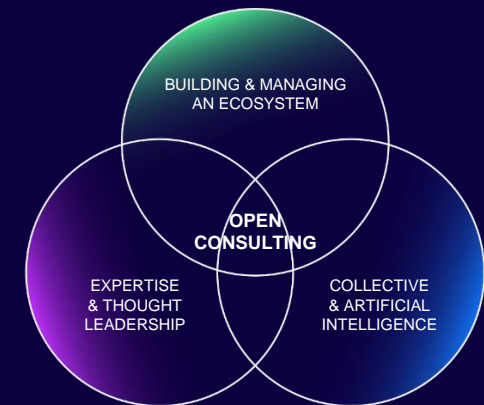


By drawing on our network of **innovators, entrepreneurs, technologists** and **academics**, we create **connected communities** and **ecosystems**.



Enabling us to deliver **more successful** and **original results**.

We call it **open consulting.**



A different type of consultant – Combining the best of both worlds and working at speed to help you grow

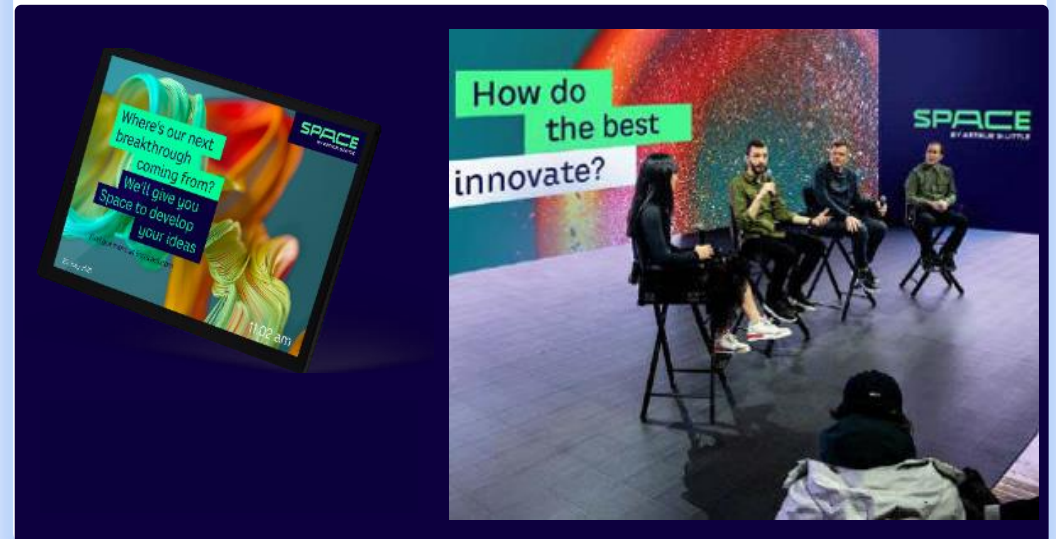
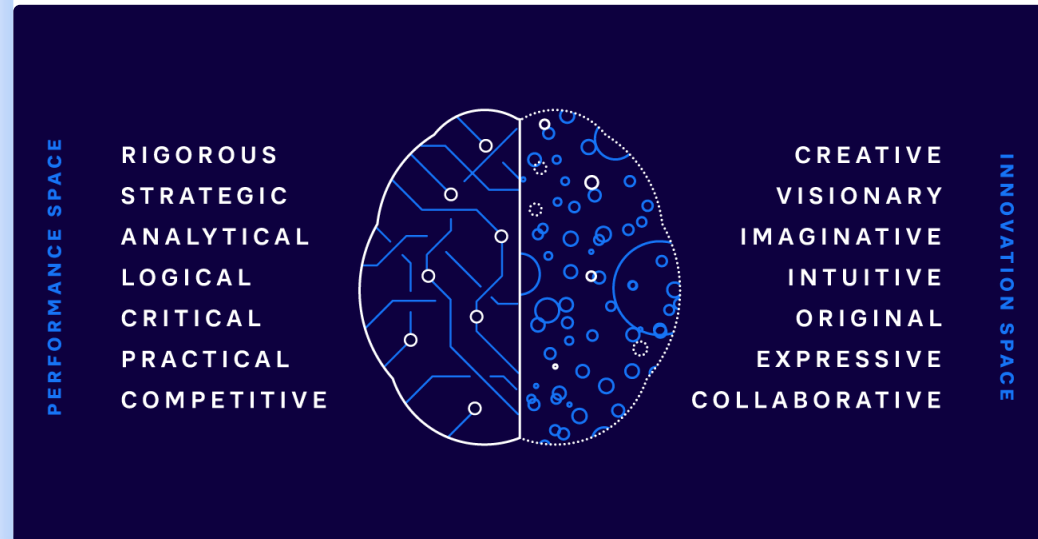
Modern companies need **ambidextrous consultants** to manage the challenges of today and the needs of tomorrow.

With a powerful combination of **creativity and rigor**, we **link people, technology and strategy** in all relevant dimensions for your business.

We have an **entrepreneurial** mindset and culture – finding **new ways** to develop **businesses for our clients** and within ADL.



Our employees rank entrepreneurship as one of the most attractive attributes about working at Arthur D. Little.



A different approach in the consulting market – Personal solutions designed for you

We work **outside of pre-determined** solutions.

We **never sell** the same solution twice

– **everything is bespoke** to you.

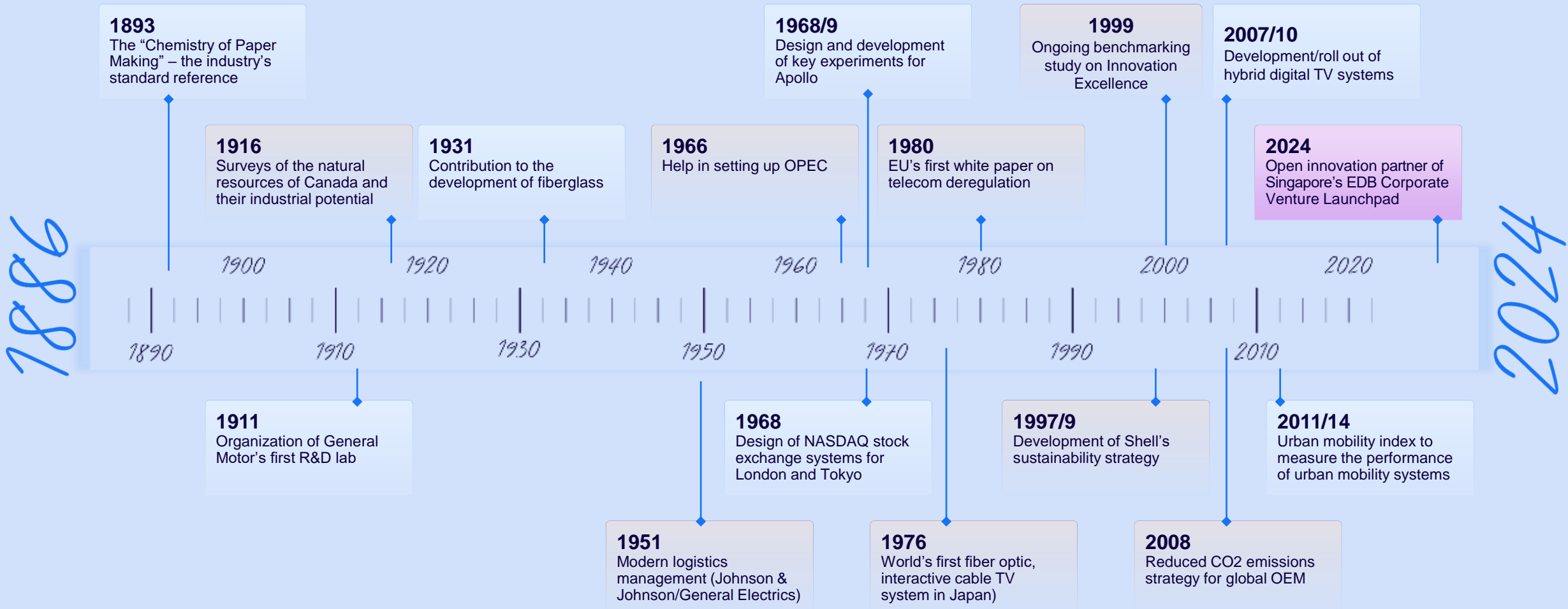


“““

I've worked with many other consulting firms before. You tend to get their approach – not necessarily the one you need. But ADL are very flexible. And you don't just get the solution to your problem, you get it properly implemented and executed.

[Healthcare client]

Arthur D. Little has been at the forefront of innovation since its inception in 1886



Arthur D. Little links functional excellence and deep industry expertise by integrating the knowledge of our global expert network

INDUSTRIAL SECTORS



FUNCTIONAL AREAS

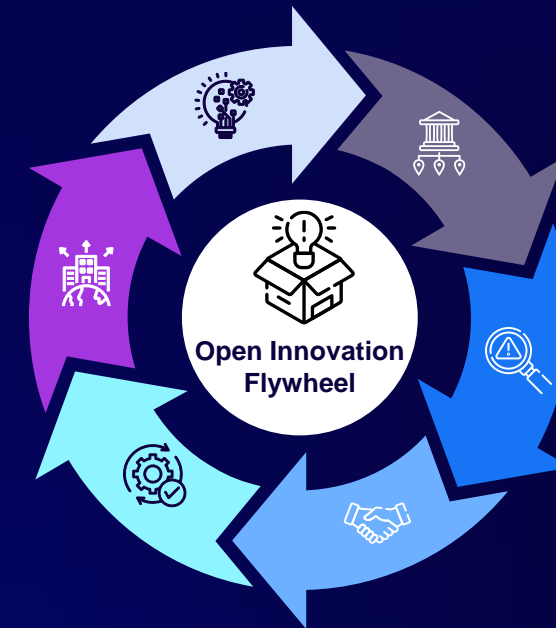
- ◆ Strategy & Organization
- ◆ Technology Innovation Management
- ◆ Operations Management
- ◆ Sustainability & Risk

COMBINING THE EXPERTISE OF OUR KNOWLEDGE NETWORK

Linking strategy, innovation, and transformation in technology-intensive and converging industries

We utilise our methodology - **AIM, CONNECT, TRANSFORM** - which we tailor to specific environments and situations, fostering and enhancing startup partnerships

Equipping our clients to ACT...		
Aim	Connect	Transform
ADL consultants and external experts join forces in defining the most appropriate strategic direction	Our networks of technology solutions providers and “multipliers” allow us to quickly identify and evaluate solutions	Our proven capabilities plus Partners’ impact from ad-hoc workshop participation to hands-on solution delivery



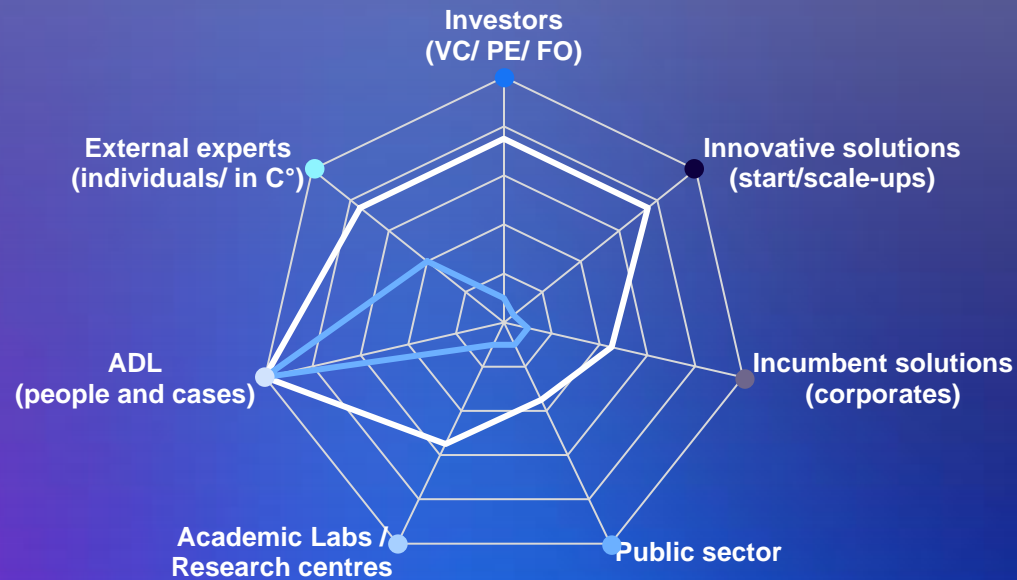
- Select best fit approach for innovation
- Establish governance / decision-making process
- Identify, evaluate and select start-ups and solutions
- Onboarding plan for corporate and start-ups
- Develop and execute pilots
- Translate successful pilots to commercialisation

ADL has transformed Open Consulting from a buzz-phrase into a practical process, with our global ecosystem focused on proven complementary capabilities



Our Value Proposition

— ADL
— Typical consultancies



Our consulting philosophy is based on a Side-by-Side™ approach – we are strategic management consultants with a strong focus on implementation and results



Enable and motivate employees to take over responsibility

Create ownership with the client and assign responsibility to the client

Constant alignment with the client ensures smooth transition of knowledge and leadership

Arthur D. Little has been at the forefront of innovation since 1886. We are an acknowledged thought leader in linking strategy, innovation and transformation in technology-intensive and converging industries. We navigate our clients through changing business ecosystems to uncover new growth opportunities. We enable our clients to build innovation capabilities and transform their organizations.

Our consultants have strong practical industry experience combined with excellent knowledge of key trends and dynamics. ADL is present in the most important business centers around the world. We are proud to serve most of the Fortune 1000 companies, in addition to other leading firms and public sector organizations.

For further information please visit www.adlittle.com or www.adl.com.

Copyright © Arthur D. Little Luxembourg S.A. 2024.
All rights reserved.

ADL in Singapore:

Arthur D. Little Asia Pte Ltd
1 Raffles Place, #32-02A One Raffles Place, Singapore 048616
Tel: +65 6962 1070

ARTHUR  LITTLE

THE DIFFERENCE