

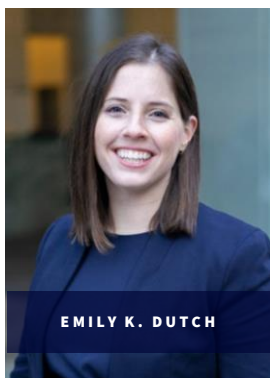
## STRATEGY & M&A PRACTICE

Building a successful company starts with setting the right strategy at the right time. Gone are the confines of the 5-year strategic planning process as strategy and corporate development leaders have shifted from focusing on the future to focusing on the now. With increasing performance demands year over year, organizations are looking to strategy and corporate development teams to drive immediate value more than ever. Today, these executives are tasked with developing and implementing an actionable corporate playbook that drives present and future growth in a hands-on way. Raines knows that the strategy executive of today is a dynamic leader who can not only create a plan for future success but also execute to make these goals a reality.

Our specialized Strategy and M&A Practice is focused on bringing you the best talent to fit your needs. We understand the nuances and evolution of the strategy function and will find you the right difference maker to effect real change according to your organization's specific needs. Since the Practice was founded, we have helped clients build corporate and divisional groups from inception at the Chief Strategy Officer level through completion of the functional team. Whether you're a large corporate entity or a private equity firm, we'll leverage our unparalleled network of strategy leaders and top management consultants to find the right leader for you.



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**CHANGE IS  
GOING TO  
HAPPEN**

**THOSE WHO  
EMBRACE IT  
TAKE THE**

**raines**

*Our commitment to difference making is an absolute mandate that guides our search for people who create real change. It informs every step of our proprietary process and leads to meaningful success and consequential impact. In every partnership, we pledge to deliver change and to make a difference.*

### AREAS OF SPECIALIZATION

- Business Development
- Corporate Strategy
- Mergers and Acquisitions
- Private Equity Operations Groups
- Strategic Functional Leads (E.G., FP&A, Pricing, Procurement, and Strategic Marketing)

**PLACEMENTS:  
STRATEGY & M&A PRACTICE**

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**FORTUNE 150  
TECHNOLOGY COMPANY**

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- Chief Strategy Officer

**FORTUNE 50 HEALTH  
INSURANCE COMPANY**

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- Head of Exchange Strategy & Implementation

**OPERATING GROUP OF  
ELITE PRIVATE EQUITY FIRM**

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- Consulting Director

**FORTUNE 25 FOOD &  
BEVERAGE COMPANY**

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- Numerous Vice Presidents, Business Unit Strategy
- Numerous Vice Presidents, Corporate Strategy

**FORTUNE 50 CPG AND  
PHARMACEUTICAL COMPANY**

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- Vice President, Head of Business Development, Consumer

**FORTUNE 100 AEROSPACE  
AND DEFENSE COMPANY**

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- Vice President, Corporate Development
- Vice President, Strategy

**MULTIBILLION DOLLAR  
DATA SYSTEMS COMPANY**

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- Senior Vice President, Strategy and Re-Engineering
- Vice President, Strategy and Re-engineering

**OPERATING GROUP OF TOP  
5 PRIVATE EQUITY FIRM**

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- Numerous Managing Directors
- Numerous Directors
- Numerous Principals

**FORTUNE 250 RETAIL  
COMPANY**

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- Multiple Vice President, Strategy Roles
- Multiple Senior Director, Strategy Roles

**MULTIMILLION DOLLAR  
MEDIA AND PUBLISHING  
COMPANY**

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- Vice President, Strategy and Business Development

**PRIVATE EQUITY-BACKED  
PROFESSIONAL SERVICES  
COMPANY**

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- Senior Vice President, Strategic Initiatives and Value Creation

**PRIVATE EQUITY-BACKED  
CONSUMER GOODS  
MANUFACTURER**

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- Senior Vice President, Optimization

**BILLION DOLLAR STEEL  
MANUFACTURER**

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- Vice President, Strategy

**PRIVATE EQUITY-BACKED  
MANUFACTURER**

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- Senior Director, Strategy and Corporate Development