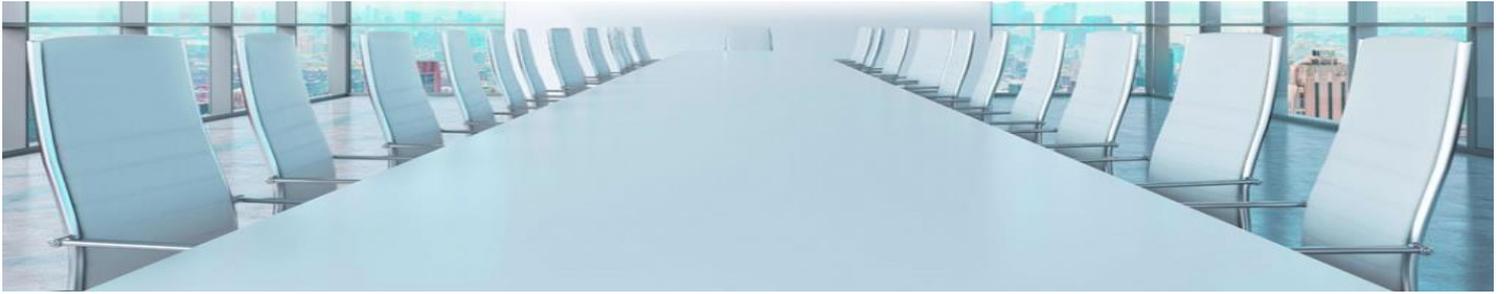


CASE STUDY

Results Presentations



Background

Since 1991 **Compass** has grown from a £250m UK business into the world's largest contract caterer. Its absorption of the Granada foodservice businesses in 2000 shot it from third to first position in the UK market. Today the Compass Group serves an estimated 4 billion meals per year across 50 countries internationally.

Andrew Martin has been their Group Finance Director since 2004.

Challenge

Andrew Martin joined Compass Group in 2004 at a time when the company was under much investor pressure. His job was not only to overhaul the group's financial reporting but also to communicate both the Group's plans and results with transparency.

Andrew had to get his early results presentations right and ensured that from the start he was seen as a safe pair of hands for Compass shareholders to trust.



“For me this was my first role as an FD in a FTSE 100 company. We were well served by conventional financial PR advice but I also felt I needed some much more personal input”



The Aziz Programme

Aziz consultants worked intensively with Andrew and in a very short space of time in presentation style and content he gained the confidence of the investor community.

“It was daunting to say the least. I had so little time to prepare for my early presentations and it would have been tempting to concentrate solely on the financials. But the Aziz people were highly skilled in bringing out a side of me I didn’t realise existed.”

Aziz Corporate is well used to working to tight timescales and understands the pressures FDs are under in the run up to results. With careful planning we are able to enhance the process and take the stress out of what can be a very tense period.

Benefits

With all eyes on the new FD, Andrew’s first results presentations in 2004 and 2005 were considered an overwhelming success. Investors and analysts gave him a resounding tick in the box.

“Although inevitably under time pressure it was well worth investing in the Aziz Methodology. Even 6 years later I always rehearse with Aziz before results presentations.”

By working with Aziz Corporate you will move up a level in presentation, polishing your performances and achieving confidence, clarity and impact.

Timeline

1985 - Tax Manager then Tax Partner, Arthur Andersen

1994 - Director of Tax & Internal Audit, Forte Plc

1996 - Director of Financial Planning & Tax, Granada Group PLC

1997 - Finance Director, Granada Restaurants & Services Division

1999 - Finance Director, Granada Hotels Division

2001 - Group Finance Director, First Choice PLC

2004 - Group Finance Director, Compass Group Plc

2011- to date - Non Executive