



Expert Call with Nick Santhanam -  
A Discussion of Creating Value  
Through Rev Growth & Profitability in  
the Industrial Space

Thursday, May 7 at 11:00 a.m. ET/ 10:00 a.m. CT

Stephens is hosting a conference call for institutional investors with Nick Santhanam, senior partner in McKinsey & Co.'s Silicon Valley office.

#### About Featured Speaker Nick Santhanam



Nick leads McKinsey's Advanced Electronics and Semiconductors Practice in the Americas. He is also a leader in the Operations and High Tech Practices. Based in Silicon Valley, he advises semiconductor, industrial, high-tech, media, and private-equity clients on a range of topics, including operational improvement, cost optimization, and strategy.

Some of Nick's recent projects have involved the following:

- advising a large wireless chip-set player on its market-entry and product-alignment strategy
- working with a leading high-tech company on next-generation content, network, and chip-set alignment
- conducting due diligence on revenue "bankability" and operational-improvement potential for software, Internet-enabled-services, and semiconductor companies
- supporting semiconductor and high-tech companies in forming joint ventures and pursuing alliances
- advising fier-one semiconductor and electronic-component companies on value pricing and transactional-pricing improvements
- helping electronic-component companies roll out lean techniques across multiple sites in Japan and the United States

Prior to joining McKinsey, Nick worked as a technical manager at Taconic, a manufacturer of composite materials, and as a manufacturing engineer at Delaware-based manufacturer Arlon. He holds master's degrees in chemical engineering from the University of Illinois and in strategic management and finance from the University of Pennsylvania's Wharton School, where he was a Ford fellow and a Palmer scholar.

**Conference call date and time subject to change. To join the call or to obtain more information, please contact your Stephens sales representative.**

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#### Topics of Discussion

- Nick Santhanam will discuss some of the proprietary data the consultancy looks at to see who is driving value in industrial space
- A discussion of frameworks McKinsey uses to improve operations at companies
- A timely update on the COVID-19 situation & how it will affect industrials with McKinsey perspectives

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