Note:

The following slides are selected **excerpts from a larger presentation deck**.

Content has been modified and anonymized to preserve confidentiality.

Megan Palmisano.

Thank You.

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The vision is clear – **execution is the challenge**

Push the
Boundaries
on Recycled
Content

Win on
Carbon

Fuel the
Future

Barriers to **unified execution**

Highly fragmented processes and technology

No single source of customer truth

Cannot see demand by value stream

Many ERPs create disparate demand supply reconciliation picture

ERPs aren't good at C360, terrible with customers demand

Processes not scaled or standardized

ERPs lock data inside, making it difficult to access actionable data

Missing ability to leverage technology to drive an accurate forecast

GTM Fragmentation

"Internal POV from Leadership on GTM Fragmentation"

Introducing...

Novelis One

A single platform for commercial excellence across the enterprise

✓ Aligns with **3x30 strategy** to overtake competition

✓ Addresses **execution gap** across systems and functions

✓ Unlocks **$325M+** in value over 3 years

Promotion Management

Annual Forecasting

Market Forecast & Outlook

Activity Management

Pipeline Management

Market and Commercial Planning

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Claims Management

Consumer & Customer Segmentation

Omnichannel Execution

Telesales

Listing & Promo Review

Omnichannel Service

Direct Store Delivery

Guided Selling

Let's build an engine that **powers our vision**

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Timeline/Next Steps

» Target Date
Internal Alignment

» Target Date
Program Kickoff

» Target Date
Measurable KPIs

Launch the
**3X30
Engine**

6-12 Month Target
**$XXX Cash
+$XXX EBITDA**

**Launch
Q2 Pilot**
Agentforce
+ Tableau
+ Manufacturing Cloud