



DEVELOPING PEOPLE

Maximising individual, team and business performance

HMV Group



HMV Group is global publishing business, operating through retail outlets and on-line stores. The group owns HMV Stores, and Waterstones.

The business had grown through a series of acquisitions, integration and expansion. This growth was funded through EMI and venture capital investment and the group was geared up for a public share In 2003 on the AIM.

The business had identified a need to build and strengthen its top executive team and to develop its vision and strategy for the future. This growth was taking place at a time of huge change in the High Street marketplace and the video, DVD, digital and on-line music revolution.



Our work consisted of:

- ◆ Working with the Chief Executive and Senior Management Team, coaching them through the business development and flotation process.



Our work provided clear benefits to the business in terms of :

- ◆ Growth in revenue, market share and profitability.
- ◆ A stronger, more strategic global management team.
- ◆ A successful flotation.
- ◆ A significant return to their investors.

