

Private Credit

Our Impact

Case Studies Business Development Support

Case Studies – CRM Implementation

CRM Implementation

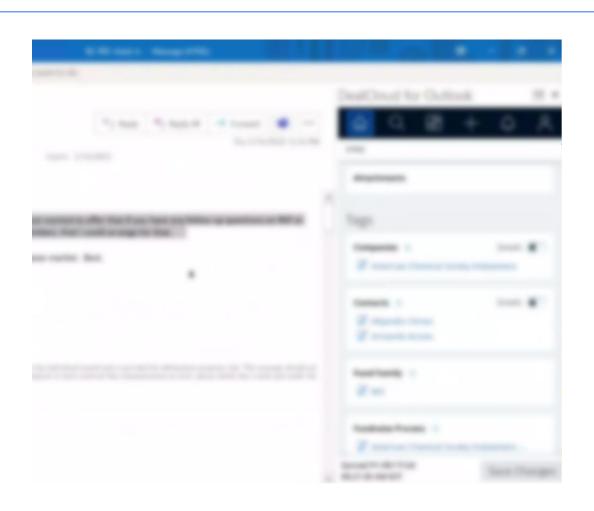
Updating Email Interactions

Request and Guidelines Provided

Syncing 100+ email interactions daily to DealCloud for the Investor Relations team of a
US-based middle-market private equity firm with US\$ 14+ billion in assets under
management

Methodology and Final Deliverable

- The client provided access to their email inbox where all the emails to be synced to DealCloud are located
- The team read through the email interactions and captured information into the relevant fields using DealCloud's Outlook add-in
- Information synced includes email subject, type of conversation (intros, follow-up, due diligence, scheduling etc.), email body, attachments and tagged the relevant companies, email recipients, funds, fund family, and fundraise process
- Synced interactions are moved to the 'Processed' folder for the client's review
- The team also created new contacts and companies not available on DealCloud during the process



The client's CRM is synced daily with all the latest interactions along with relevant tags for maintaining up to date information

CRM Implementation

Managing CRM Databases

Request and Guidelines Provided

Update and maintain the CRM database to allow the client to gauge prospective opportunities

Methodology and Final Deliverable

- Updated company information based on data provided by the client
- Added relevant contacts and linked them to the associated company
- Normalized company information by having a standardized legal entity at the holding company level and used a third-party database for enriching the data
- As an additional step, cross-referenced companies where applicable to potential buyers'/target lists and tagged others for follow-ups and future reference



Updated company and contact information in the CRM database and cross referenced them to applicable lists



Events Support

Calendar Management and Scheduling Meetings

Request and Guidelines Provided

Assist a US-based private equity firm with nearly \$6 billion in AUM to schedule meetings with external and internal stakeholders



Methodology and Final Deliverable

- Received requests to schedule meetings between the members of the client's team and internal/external stakeholders. The client provided relevant details of the meeting, including participants, duration, occurrences, location preference
- Identified the time slots convenient for the internal stakeholders. The time slots were shared with external stakeholders to identify a common slot that worked for all parties. Multiple rounds of scheduling could take place before finalizing the time
- Acquired the client's Outlook® calendar access and shared meeting invites for all the requests. Regularly monitored the invitation acceptance and apprised client of the status
- Shared the scheduling tracker with the client, which included a summary of the meetings scheduled as well as those pending scheduling



Provided support on scheduling meetings with external and internal stakeholders

Events Support

Conference List Building and Mass Outreach

Request and Guidelines Provided

 Assist with mass outreach to the event's attendee list for various conferences for a USbased private credit firm, that provides debt financing to growth and lower middle market companies

Methodology and Final Deliverable

- Client provided with the registration details to the upcoming industry conference
- Team researched the list of attendees via the conference portal and built a database for the client by adding attendees' email IDs and LinkedIn profiles
- Identified the relevant targets for the client, and conducted mass email along with their marketing materials to the targeted audiences using the client's email ID and via the inapp feature from the conference portal
- Followed-up subsequently on the out of office and bounced responses, on a later date



Assisted the client have better interactions, with the relevant prospects attending the industry conferences

Events Support

Conference List Building

Request and Guidelines Provided

 Assist the Investor Relations team of a US-based middle market private equity firm with UD\$ 10+ billion in AuM to scrub the previous year's list of attendees for an upcoming LP conference in Europe and validate with the information on DealCloud

Methodology and Final Deliverable

- Client provided with the list of 1,500+ LPs that attended the conference in the previous year
- Using fuzzy lookup, the team compared the list of attendees against its 7,500+ DealCloud data to find the LPs available in the database and identify the missing ones
- In the next step, categorized the LPs across 25 sub-types such as pension funds, endowment, family office, foundations, FoFs, SWFs, wealth managers, RIAs, insurance etc.
- For the LPs not available on DealCloud, used various in-house and client provided databases including Preqin, Pitchbook as well as web search to find the LP sub-types
- As a follow up request, provided the state-wise HQ location for the US based LPs as well as email addresses for 900+ contacts attending the conference to assist in the client's outreach strategy

Conference Attendee List

As of 3/25/2024

Conference Attendee	▼ DC Name ▼	Sub-type 🗾
Hirtle Callaghan	TV to check	TV to check
OLS Capital	TV to check	TV to check
EY	TV to check	TV to check
GRIO	TV to check	TV to check
Narmo Capital	TV to check	TV to check
BCI	TV to check	TV to check
CPP Investments	TV to check	TV to check
NorthEdge	TV to check	TV to check
Northleaf	TV to check	TV to check
Northleaf Capital	TV to check	TV to check
Norton Rose Fulbright	TV to check	TV to check

Client A LPs w/ Sub-Type

As of 3/15/2024

Company Name	✓I Sub-Type
10 Branch LLC	Family Office
10 East	Family Office
1010 Capital	Family Office
1199SEIU National Benefit Fund	Corporate Pension
166 2nd Financial Services	Family Office
17Capital	Fund of Funds
1832 Asset Management	Wealth Manager / RIA
1864 Holdings	Family Office
1888 Management	Family Office

The client received an enriched list of prior year's attendees to analyze its outreach strategy for the upcoming year

Research and Investment Services: Investor Relations

Investor Relations

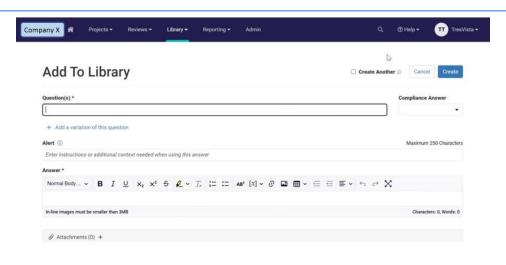
Due Diligence Questionnaire (DDQ) Process

Request and Guidelines Provided

Answer Due Diligence Questionnaires (DDQs) using software like RFPIO, and Loopio

Methodology and Final Deliverable

- Updated repository of the shared platform by uploading the standard and new questionnaires
- Built and updated custom fields and categories (new, old, and duplicate) to organize the repository ensuring answers available are accurate to the date and non-repetitive
- Leveraged the platform to provide the most relevant answer for each question based on the search results and the pre-requisites shared by the client











Prepared a repository of DDQs and streamlined the due diligence process

Investor Relations

Pitch Decks for LPs

Request and Guidelines Provided

Client requested to create and update Pitch deck for LPs

Methodology and Final Deliverable

- Structured and updated the information about the company's investment thesis and competitive edge
- Updated existing funds' details including portfolio investments, track records, and financial performance
- Roll forwarded the detailed financials of each portfolio company
- Leveraged design services to create a more aesthetic presentation







Prepared a Pitch deck that helps the client to present their investment performance to LPs

Investor Relations

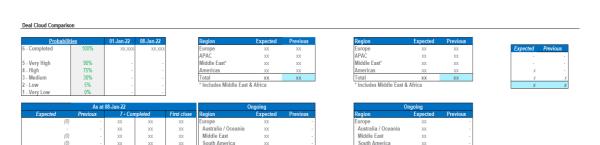
CRM: Weekly Tracker for Fundraise

Request and Guidelines Provided

Prepare and update weekly tracker to observe changes in the client's fundraising process

Methodology and Final Deliverable

- Leveraged data from client's CRM platform to analyze the firm's fundraising process
- Tracked changes in additions/deletions of LPs, LP commitments, and probability of their commitments, on a regular basis
- Collated fundraising data in excel and created data-driven dashboard to track and monitor the weekly updates
- Expanded the horizon from weekly analysis to various time intervals' analysis to cover key milestones/dates for the fundraising such as the fund's first/second close



10X					1001 11 11 1															
Investor	Details		at 08-Jan-22 As at 01-Jan-22				As at 08-Jan-22													
		EZ	F8 Range										Delta - 1-Jan-22 - 8-Jan-22			Delta - E	tist.			
Investor Name	Geography	Alloc.	Low	Hi	Prob	Prob %	Expected	Previous	F8 Close	Prob	Prob %	Expected	Previous	F8 Close	Prob	F8 Close Prob	F8	Previous	Exist.	Exist.
Investor1	North America	203	100	22	5 - Very High	15%	500	22	1 - First close	6 - Complete	23%	32	12	1 - First close	upgrade			+2		+2
Investor 2	North America		100	222	1 - Very Low	1104	100	108		1 - Very Low	88%	12	120				2			
Investor 3	Middle East		200	200	1 - Very Low	110%	505	101	3 - Final close	1 - Very Low	23%	12	120	3 - Third Close			8			
Investor 4	Middle East		55		1 - Very Low	120%	505	338	3 - Final close	1 - Very Low	23%	12	12	3 - Third Close			8			
Investor 5	North America		100		1 - Very Low	1104	100	108		1 - Very Low	88%	12	120				10			
Investor 6	South America		52		1 - Very Low	120%	555	22		1 - Very Low	23%	32	12				2			
Investor 7	South America		100	222	1 - Very Low	1104	100	108	2 - Second Close		88%	12	120			F8 close downgrade	2			
Investor 8	South America		200	200	1 - Very Low	110%	505	101	2 - Second Close		23%	12	120			F8 close downgrade	8			
Investor 9	South America		88	21	1 - Very Low	110%	505	323		1 - Very Low	23%	32	12				8			
Investor 10	South America		100	320	1 - Very Low	1104	100	108		1 - Very Low	88%	12	120				10			
Investor 11	South America		22	21	1 - Very Low	120%	505	323	2 - Second Close	1 - Very Low	23%	32	12			F8 close downgrade	2			
Investor 12	Middle East		100	225	1 - Very Low	1104	100	100	3 - Final close	1 - Very Low	88%	12	12	3 - Third Close			2			
Investor 13	South America		100	22.0	1 - Very Low	1104	100	100	0 - Undetermined	1 - Very Low	22%	12	12			F8 close downgrade	2			
Investor 14	South America		100	22	1 - Very Low	1504	500	228		1 - Very Low	23%	12	12				2			
Investor 15	North America	13	100	320	5 - Very High	1104	100	100	3 - Final close	5 - Very High	100%	12	120	3 - Third Close						
Investor 16	Europe		122	22	2 - Low	120%	535	22	3 - Final close	2 - Low	23%	32	12	3 - Third Close						
Investor 17	South America		100	200	5 - Very High	1104	100	100	2 - Second Close	5 - Very High	88%	12	120	3 - Third Close		F8 close downgrade	2			
Investor 18	North America	2	100	22.0	5 - Very High	1104	100	100	2 - Second Close	5 - Very High	22%	12	12	3 - Third Close		F8 close downgrade	2			
Investor 19	Europe		88	22	2 - Low	130%	88	22		2 - Low	83%	12	12	3 - Third Close		F8 close upgrade	8			
Investor 20	Asia		100	320	4 - High	1104	100	100	3 - Final close	4 - High	100%	12	120	3 - Third Close			10			
Investor 21	North America		122	22	3 - Medium	120%	535	22	3 - Final close	3 - Medium	23%	32	12	3 - Third Close			8			
Investor 22	North America		100	22	2 - Low	1104	105	200	3 - Final close	1 - Vers Low	88%	11	12		downgrade	F8 close downgrade	8			
Investor 23	Europe	10	100	225	4 - High	1104	100	100	3 - Final close	4 - High	88%	12	12	3 - Third Close	-					
Investor 24	North America		88	22	2 - Low	110%	88	33		2 - Low	88%	12	12							
Investor 25	North America		100	355	1 - Vers Low	1004	100	101		1 - Very Low	88%	11	120							
Investor 26	North America		88	22	1 - Very Low	1004	223	33		1 - Very Low	88%	12	12							
Investor 27	North America		100	22	1 - Veru Low	1104	105	200		1 - Vers Low	88%	11	12							
Investor 28	Asia		100	25	5 - Very High	1004	101	101	2 - Second Close	5 - Very High	88%	12	12	3 - Third Close		F8 close downgrade				
Investor 29	Europe	20	100		5 - Very High	110%	88	22	2 - Second Close		88%	12	12	3 - Third Close		F8 close downgrade				
Investor 30	Europe		100		5 - Very High	1104	105	101	2 - Second Close		88%	11	111	3 - Third Close		F8 close downgrade				
Investor 31	South America		100	22	5 - Very High	1004	223	22	1 - First close	5 - Very High	88%	12	12	1 - First close						
Investor 32	Africa		100	225	3 - Medium	1104	105	33		3 - Medium	88%	11	18	3 - Third Close		F8 close upgrade				
Investor 33	South America	7	100		5 - Very High	1004	105	355	1 - First close	5 - Very High	88%	12	12	1 - First close	II	-73				
Investor 34	South America		122		5 - Veru High	10%	33	33	1 - First close	5 - Very High	88%	12	12	1 - First close	II .					
Investor 35	North America		100	355	3 - Medium	1104	105	101	0 - Undetermined		88%	11	111	3 - Third Close	II	F8 close upgrade				
Investor 36	South America		122		5 - Very High	110%	33	33	1 - First close	5 - Very High	88%	12	12	1 - First close	II					
Investor 37	South America		100		5 - Very High	1104	105	25	1 - First close	5 - Vers High	88%	12	12	1-First close	II .					
Investor 38	Asia		100	255	2 - Low	1004	100	101	3 - Final close	2 - Low	88%	11	12	3 - Third Close	II					
Investor 39	Middle East	4	122	23	2 - Low	10%	33	33	3 - Final close	2 - Low	88%	12	12	3 - Third Close	II					
Investor 40	Europe		100		6 - Completed		100	101	1 - First close	6 - Complete		12	12	1 - First close	II					

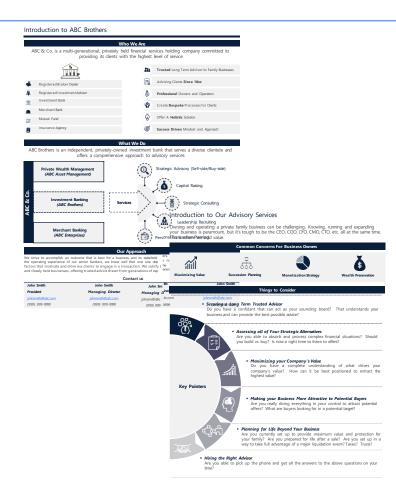
Marketing and Communication Marketing Brochure

Request and Guidelines Provided

- Reach out to small business owners in North-East USA with an aim to leverage the client's service if they are planning to sell their business
- Shortlist the small business owners in the relevant sectors, prepare an email campaign to share several slides explaining why to leverage the client service, why to sell their business, benefits, needs, requirements, etc.

Methodology and Final Deliverable

- Screened and shortlisted potential small business owners in the industries mentioned and added their contacts
- Prepared one-pagers to highlight the services offered by the client and on various topics explaining the need, requirements, benefits, and the right time of selling the business
- The client launched the project by sending each one-pager out in a given timeline to the shortlisted list of small business owners



Planned and executed a large marketing project for a client with an aim to highlight and make their investment banking services known to potential small business owners and get more M&A opportunities

Investor Relations: Investor Reporting and Due Diligence

Investor Reporting and Due Diligence

Investor Reporting (Quarterly Portfolio Report)

Request and Guidelines Provided

 Create a fund review report for LPs which contains investment company performance and market overview

Methodology and Final Deliverable

- Collected information from portfolio teams, cross checked and tied together the numbers
- Updated investment details and commentary of various portfolio companies to track and monitor financials and KPIs
- Updated fund statistics, credit statistics, and data around portfolio investments
- Tracked changes in management of portfolio companies
- Provided commentary on the current economic environment and market outlook

- Implementing commercial, operational and ESG best practices, including best-in class business processes and systems;
- Investing in R&D and innovation; and
- Consolidating the fragmented microbial control solutions market through buy and build, with two transformational add-on acquisitions already completed since PE's investment for a combined EV of c. \$XXbn, requiring no incremental



- PE's investment in Company A signed in Feb-XX and completed in Jul-XX. Company A performed well in XXXX, driven by a cyclical recover across most end-markets (particularly in SPS) and pricing actions implemented that successfully mitigated cost inflation in line with PE's strategy to consolidate the microbial control market, in Dec-XX, Company A acquired companies Y and X for a combined
- EV of \$XXxm (XXx Jun-XX EBITDA post-synergies). The existing family owners re-invested at an attractive premium to Fund N Company Z is a high-growth business with strong and complementary positioning to Company A in Hygiene and Consumer markets.
- enues increased c. XXXX vs prior year and EBITDA increased c. XXXX, with both companies Y and Z delivering strong performance vs prior

 EU Digital COVID Certificate, an EU initiative designed to restore the freedom of travel throughout the region. Together,
- year

 Significant progress has been made building the leadership function, with a newly appointed CEO at completion, CFO joining in Apr-XX.

 Overall, Euro Area and UK GDP are forecast to increase by XXXX and XXXXs, respectively, in XXXX and XXX % and XX % and XX %.
- In terms of PE and management's focus areas, the carne-out from XYZ is progressing well and the business is building standatione functions to be fully independent. Alongide executing the curve out, PE is working with management to implement the Very Certation Plan and Very Perfordisc reaction (prederent connecting the curve out, PE is working with management to implement to merced.) Perfordisc reaction in product of the prederict one perfordisc prederict in product of the prederict one perfordisc prederict one performance in the performance in the prederict one performance in the prederict one performance in the prederict one performance in the pe
- innovation to drive further growth, alongside improving margins
 Leverage at 31-Dec was XXx, with PE's Capital Markets team implementing a covenant-lite debt financing

Financial results (31-Dec y/e)(1.2)	Drivers of Value					
\$m	FY XXXX	FY XXXX	LTIM Jun-XX	LTM Jun-XX	LTM % growth	Strengthen management Buy and build
Revenue	XX.X	XX.X	XXX	XX.X	XX.X	Operational improvement
EBITDA	XX.X	XX.X	XXX	XX.X	XX.X	
EBITDA margin	XX.X%	XX.X%	XX.X%	XX.X%	N/A	
Net debt (at completion: \$2,705m)	N/A	XX.X	N/A	XX.X	XX.X	
Net debt/leverageable EBITDA (at completion: 6.2x)	N/A	XX.Xx	N/A	XX.Xx		

dustion		

31-Mar-XX: XX.Xx EBITDA

transactions, with a discount applied

Through 31-Dec-XX: 1%

Enterprise Value (EVF) exceeding SXXton, requiring no incremental Fund N equity traction during XXXXX, requiring no incremental Fund N equity traction during XXXXX, and the improving health situation across the region led to faster easing of pandemic control ede expectations in Q1-XX, and the improving health situation across the region led to faster easing of pandemic control A combination of effective containment strategies and significant vaccination progress has led to falling numbers of both Company 2 is a high-growth business with strong and compenementary pursuasming to Company As an attractive in the company was acquired for an EV of Storm (DOX PYXX EBITIDA PF synergies). The founder re-invested into Company As an attractive iss. Growing consumer and business confidence, as well as increased mobility trends, suggest a rebound in consumption. ispitalisations across Europe, allowing the reopening of major European economies, which has particularly benefitted On a standalone organic basis, Company A's revenues increased by XXX4 and EBITDA was in line with prior year. Pro forms for acquisitions, and set to strengthen during H2-XXX. There are also early signs of a recovery of travel and tourism activity, which should sected to outweigh some temporary production input shortages and cost inflation hitting parts of the European 1). The rebound is expected to be particularly strong in countries such as Spain, France, and Italy, albeit from a lower base

> ed to achieve growth of XX % in XXXX and XX % in XXXX(1). The US rebounded particularly strongly during H1-XX, with growth supported by the unprecedented measures implemented through the XXXX CARES Act and the Biden ark \$ XXm stimulus package, signed in Mar-XX. During Q2-XX, the pace of growth was the second highest in nearly 40 led its prior peak of Q4-XX. The full year outlook remains robust, with growth of XX.X% forecast in XXXX(1).

performed strongly in H1-XX; the S&P 500 reached a new record high every month of H1-XX, and the FTSE 100 has he 7,000 level, with year-to-date gains of more than 7% offsetting most of the losses experienced in XXXX.

mentum and improved economic growth outlook, caution remains. A sustained global recovery is likely to be correlate s to vaccines worldwide; and (ii) the risk of a resurgence in infection rates from emerging new variants of the virus, and nt-imposed restrictions. Notably, in recent months, advanced and emerging economies have shown diverging trajectories, evised downward for some emerging economies (where vaccination rates remain low) and projections for many advanced he UK, Euro Area, and US) progressively revised upwards. There is also increasing potential for inflation to exceed central ts. While recent increases in prices are, in many cases, seen as temporary demand-supply mismatches, a tightening of ensue in the short- to medium-term to offset inflation, with economists forecasting that interest rates in many advanced 1 to rise from as early as XXXX, following a decade of record lows

and N was on pace at c. XX% committed to investments, and well positioned to continue to selectively pursue high quali apportunities. Against a backdrop of record private equity investment activity (with total deal value of \$ XX bn during H1ed robust valuation environment, PE has continued to exercise discipline while successfully navigating the evolving I PE's sector-regional matrix approach, five new Fund N investments have been signed in XXXX to date such that, in XX % committed, pro forma for the investments signed but not yet completed.

Cognisant of the wider economic environment, including the potential for rising interest rates in the coming years, for each new Fund N investment, the PE Deal and Capital Markets teams worked closely with the portfolio Company to identify and implement a capital structure that supports the investment strategy and maximises potential equity returns for Fund N without overleveraging the capital structure. The optimal capital structure may therefore have less leverage than the amount offered by financing institutions. The PE team is also focused on optimising the type of leverage and managing risk by reducing (or eliminating) financial maintenance covenants where possible; all eight of the Fund N investments to date are 'covenant-lite' as a result.

Looking ahead, the Capital Markets team continues to monitor financing markets to ensure that each portfolio Company has access to the optimal sources of capital available at any time. The Capital Markets team also seeks to refinance existing debt facilities to improve terms where possible and works with the portfolio companies to manage interest rate and currency risk using suitable treasury strategies.

C Source: X & Company, Jul-XX

Prepared an Investor report that covers portfolio and financial summary, fund performance, and market overview

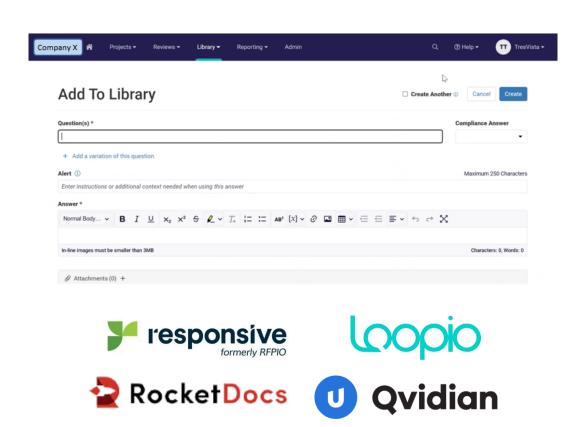
Investor Reporting and Due Diligence RFP Software Support

Request and Guidelines Provided

- Upload, maintain and perform periodic scrub of RFP database tools to centralize information, standardize processes, and automate repetitive DDQ tasks
- Answer Due Diligence Questionnaires (DDQs) using software like RFPIO, and Loopio

Methodology and Final Deliverable

- Built a scalable structure by organizing the repository into relevant categories and subcategories to ensure the information is accurate to the date and non-repetitive
- Captured net-new answers by saving information for new questions that arose from DDQs in the centralized repository
- Scrubbed client-specific information by using placeholders when adding answers to the repository for reuse
- Leveraged the platform to provide the most relevant answer for each question based on the search results and the pre-requisites shared by the client



Investor Reporting and Due Diligence

Due Diligence Questionnaire (DDQ)

Request and Guidelines Provided

 Fill out the ILPA Due Diligence Questionnaire for a client's new fund, providing tailored and comprehensive responses

Methodology and Final Deliverable

- Carefully reviewed the DDQ to comprehend the specific information requested and diligently gathered all the requisite documents from the client
- Methodically structured the responses, ensuring clarity and conciseness, while also furnishing the required supporting documents and disclosures
- Also leveraged the auto-fill functionality available on the RFP software to optimize content usage and to streamline the process
- Shared the DDQ with the potential investor and collaborated on resolving any queries that arose after their initial review



Helped the client convey pertinent information through the ILPA questionnaire, facilitating a smooth progression in the fundraising process

Investor Reporting and Due Diligence AGM Presentation

Request and Guidelines Provided

Prepare a comprehensive and design focused presentation for the client's Annual General Meeting

Methodology and Final Deliverable

- Created and structured the content for the AGM presentation that included key messages, financial reports, strategic updates, and other relevant information
- Presented and updated funds' performance details including amount committed, investments made, and return summary
- Prepared a summary of the client portfolio companies and their performance
- Designed visually engaging materials for the presentation that included infographics, charts, and graphics
- Provided designs for tent cards, brochures, and other collaterals to be utilized during the AGM



Prepared a 30-page impactful presentation that communicated the company's vision, performance, and strategy

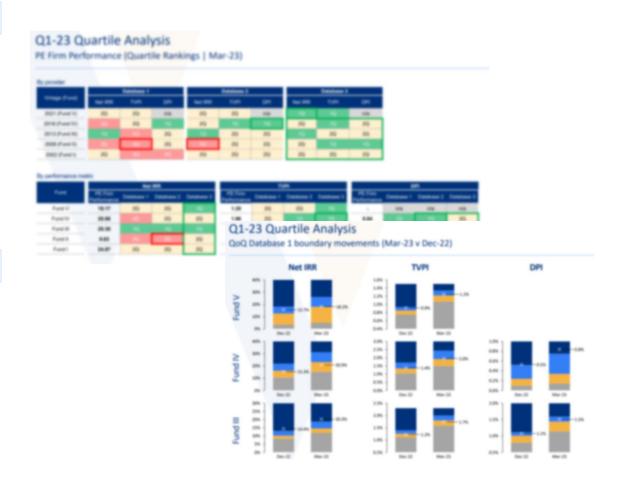
Investor Reporting and Due Diligence Quartile Analysis

Request and Guidelines Provided

- Compare the client's fund performance with other similar funds using established benchmarking reports as released by databases (generally on a quarterly basis)
- The output was required to provide the quartile ranking for the period and indicate the key movements in the quartile rankings for all relevant benchmarks

Methodology and Final Deliverable

- Determined the relevant databases/benchmarking reports based on the funds' strategies, geographical presence, and vintage years to be utilized for the comparison of funds' performance
- Understood the different datapoints available within each dataset and determined the appropriate metrics for comparison
- Created a summary in Excel for comparison of the fund performance with the benchmark sets and assigning appropriate quartile ranking for each fund
- Presented a summary of the quartile analysis in a PPT deck, displaying the fund statistics, and the QoQ quartile movements across the databases for each fund through a tabular and graphical representation of the boundary movements



Built a comprehensive comparison of a PE firm's fund performance with established benchmarks on a quarterly basis



Fundraising Pitch Decks for LPs

Request and Guidelines Provided

 Prepare a detailed and visually captivating pitch deck for potential LPs highlighting the investment and allocation strategy of the client

Methodology and Final Deliverable

- Prepared a well-structured pitch deck that represents the client's investment strategy and allocation across asset classes and geographies
- Covered the following key sections: Introduction, Services Offered, Market Analysis, Investment Team, Investment Thesis, and Funds' Performance Track Record
- Updated existing funds' details including portfolio investments, track records, and financial performance
- Rolled forward the detailed financials of each portfolio company
- Integrated various design elements to increase its visual appeal and make the deck more engaging





Prepared a comprehensive Pitch Deck that worked as a tool for the client to raise capital for its new fund and engage with potential investors & partners

Fundraising

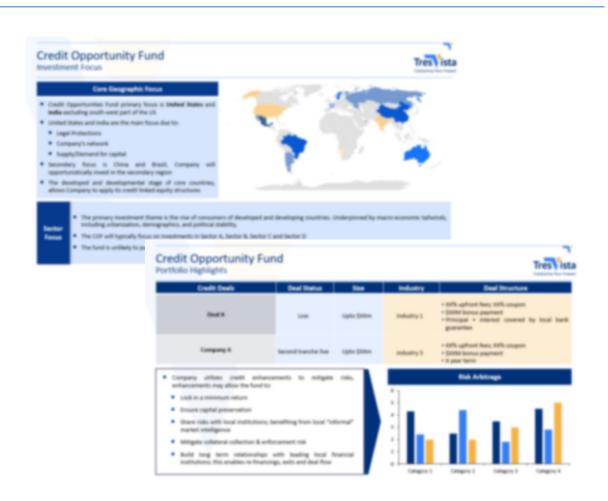
Information Memorandum

Request and Guidelines Provided

 Client requested to prepare and update an Information Memorandum for a Credit Opportunities Fund (COF)

Methodology and Final Deliverable

- Provided an executive summary of the investment company including fund overview and investment strategy
- Put together details of ongoing and exited deals comprising gross IRR, sector, and geography to highlight the fund's track record
- Prepared and updated the COF terms and fund statistics
- Additionally, included a section to outline the portfolio highlights and market opportunities



Prepared a detailed deck to help the client market their fund's capabilities in the credit opportunities space

Fundraising

Fundraising Calendar

Request and Guidelines Provided

- Our client, a leading placement agent wanted to share a list of upcoming meetings with its clients (GPs)
- The calendar needed to record all the meetings that were scheduled and held between the prospective investors and the fund manager during the fundraise
- The calendar also needed to include all the meeting attendees, venue, type of meeting, etc.

Methodology and Final Deliverable

- Compiled the requested information from the meeting invite information shared by the placement agent and the CRM database into a slide deck
- The team updated the data on a weekly basis to incorporate all new meetings being scheduled
- Post fund close, the calendar was used to calculate several key metrics, including the total number of meetings held, LP geographies, collation of attendees for future interactions, etc.



The Fund-Raising Calendar allowed the client keep track of all meetings scheduled and ensure the fund raising is on track

Fundraising

Fundraising Tracker

Request and Guidelines Provided

- To create a fundraising tracker using data dump from the client's CRM to summarize all the LP movements over the course of the fundraise on a weekly basis
- The output was required to signify the key movements in the total ask based on different criteria, along with specific LPs with notable movements

Methodology and Final Deliverable

- Created an automated worksheet to pull the necessary fundraising data, from the weekly
 CRM data dump
- Created an automated output tab comparing the ask and the Probability Weighted Ask (PWA) corresponding each LP and tracking the 'upgrades', 'downgrades', 'declines', 'new' and 'deleted' LPs
- Created a tail analysis that funnels down to the LPs who have been closed, and LPs actionable for the specific fund
- Charted out the current and previous fund attributes by region of LPs, type of LPs, number of investors, average size, and maximum and minimum investment



Assist the IR Team with their weekly fundraising meeting to evaluate the progress and direct LP outreach efforts accordingly



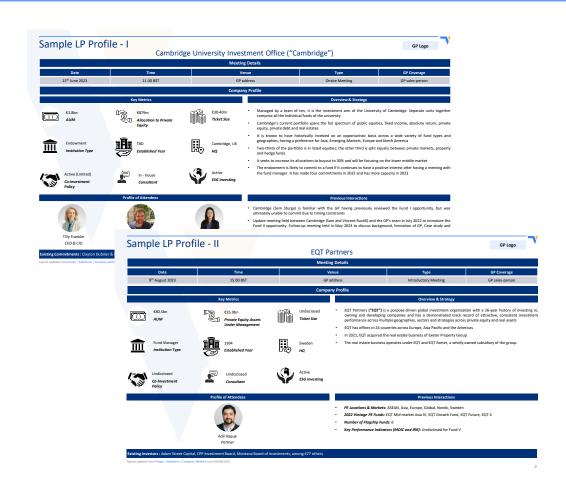
Prospecting LP Profile

Request and Guidelines Provided

- Our client, a leading placement agent, requested profiles of Limited Partners (LPs) that they and their client (GP) were meeting during an upcoming roadshow
- The client instructed that the profiles should comprise of a brief description of the LP along with key datapoints such as typical commitment size, co-investment preference, AUM, geographic preference, etc.
- They also wanted to capture key discussion points from any past interaction between the LP and GP

Methodology and Final Deliverable

- Sourced the required datapoints from multiple sources including the company website, press releases, Preqin, PitchBook, and the internal CRM
- The team also added information on the investment strategy of the LP inferred from reading materials and existing intel available on the client's CRM
- Wherever possible, the team also added information on the attendees



The LP profile is leveraged by the GP to get acquainted with the LP ahead of their meeting

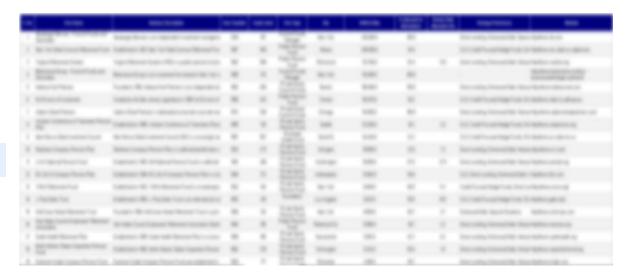
Prospecting Identifying Potential Investors

Request and Guidelines Provided

 Prepare a list of potential North American institutional investors that actively endorse and invest in middle-market private equity initiatives

Methodology and Final Deliverable

- Reviewed investment strategies and mission statements of over 500 asset managers (pension funds, endowment funds, family offices etc.) and created segmented buckets based on the type of investor and coverage
- Identified around 70 potential investors that focus on investing in middle-market private equity funds and ranked them based on their alignment with the client's investment strategy



Identified a list of North American institutional investors actively investing in middle-market private equity initiatives

Prospecting

Targeted Meeting Prospects

Request and Guidelines Provided

 Review the attendees of a particular industry conference and filter a list of targeted meeting prospects

Methodology and Final Deliverable

- Conducted a detailed review of the attendee list, refining our pool of prospective meeting targets according to the specific criteria laid out by the client
- Employed a multifaceted approach to data organization, creating a comprehensive, layered output
- Researched and filled in contact information and other pertinent profile details for each prospect
- Developed a custom scoring system to effectively rank prospects, enabling the client to prioritize outreach efforts and allocate resources optimally for meetings



Filtered a list of 200+ attendees to identify 15 highly relevant targets for business meetings

Investor Relations: Marketing and Communication

Marketing and Communication

Content Marketing – Thought Pieces

Request and Guidelines Provided

- Our client, a private equity fund wanted to create thought pieces to be shared with their contacts and potential investors as a means of marketing their new fund
- These thought pieces would also be shared on the client's website and social media and hence needed to be engaging and design heavy

Methodology and Final Deliverable

- Created a list of potential topics on which thought pieces could be created
- Prepared two-pagers on these topics after discussing with the client. The thought pieces would take a recent industry phenomenon and provide nuanced views and analysis on it
- Worked with the design team to create graphics for the two-pagers



Planned and executed a large content marketing project for a client with an aim to increase visibility for their new fund

Marketing and Communication Creating Whitepapers

Request and Guidelines Provided

Prepare a detailed whitepaper on the construction technology sector for a US-based venture capital fund

Methodology and Final Deliverable

- Performed extensive secondary research and leveraged client-provided call notes with industry experts to prepare a detailed report with sections such as:
 - Introduction: Overview and Significance
 - Construction Industry Overview
 - Automation in the Construction Industry
 - Construction Technology Market Landscape
 - Comparables Analysis



Prepared a 60-page report on the Construction Technology sector that was used by the VC for marketing and business development

CFO Office Services Case Studies



General Ledger Accounting & Bank Reconciliation Bookkeeping and Reconciliation Activities on Accounting Software

Request and Guidelines Provided

- To modify the chart of accounts keeping in view the norms and standards laid down under US GAAP/IFRS or any other accounting standards followed by the company
- To record the daily bank entries and reconcile books of accounts against the respective statements and ensure the accounts are reporting the accurate values
- To create new vendors for booking expenses as and when required
- To validate account balances and provide calculation support, as required and flag variances or out of line activities to ensure accurate bookkeeping

Methodology and Final Deliverable

- Accounted for income/expense for the period and ensuring the balances are tied through the period-end
- Booked all the bank entries in the company's accounting software daily to their respective expense and income accounts based on the nature and description of the transaction
- At the end of the month, once all the bank entries are booked, tallied the ending balance with the bank account statement and ensured all debits and credits tie
- Provided a report of ending balances of each bank account periodically to facilitate high-level review

Bank Statement

 Checking Account
 Beginning Balance : \$5,000.00

 Total Additions : \$491.05

 Total Subtractions : \$2,085.66

 Month Ending 06/30/2021
 Ending Balance : \$3,405.39

Reconciliation report

Any changes made to transactions after this date aren't included in this report

XYZ Fund II LLC

Checking, Period Ending 06/30/2021

RECONCILIATION REPORT

conciled by: Tree\/ista

Summary	ust
Statement beginning balance Checks and payments cleared (2)	5,000.0 -2,085.6i
Deposits and other credits cleared (2)	491.05
Statement ending balance	3,405,39

	PERIOD END As at 31/03/20XX GBP
Assets	
Current assets Equity Instruments Debt Instruments	:
Investment in Limited Partnership Cash and cash equivalents Trade and other receivables	7,020 370,361
Total Assets	377,381
Liabilities	
Current liabilities Convertible loan stock Trade and other payables Financial Liability Total Liabilities	2,447,43 7,020 2,454,453
Equity	
Share capital Common Stock Value Net (loss)/profit Dividends paid	69,471 (2,125,533 (21,010
Total equity	(2,077,072
Total Liabilities and Equity	377,381

Maintained books of accounts for internal reporting and streamlined the process to ensure timely bank reconciliations

Schedule of Depreciation & Amortization

Analyze the Depreciation, Amortization and Additions of the Assets

Request and Guidelines Provided

- To prepare a depreciation and amortization schedule for assets and costs to record entries in the accounting software
- To prepare a summary per the amortization schedule to facilitate validation
- To record relevant entries in client General Ledger
- To track additions to the assets or costs and ensure necessary updates to the amortization schedule

Methodology and Final Deliverable

- TresVista prepared an amortization schedule for respective assets based on the information provided by the client
- Prepared a summary of corresponding journal entries to be recorded
- Updated the amortization schedule as and when the additions were made to the capitalized asset

Date	Period	Amortization	Book value
1/1/2022			1,073,500.0
2/1/2022	1	17,891.7	1,055,608.3
3/1/2022	2	17,891.7	1,037,716.7
4/1/2022	3	17,891.7	1,019,825.0
5/1/2022	4	17,891.7	1,001,933.3
6/1/2022	5	17,891.7	984,041.7
7/1/2022	6	17,892.7	966,149.0
8/1/2022	7	17,893.7	948,255.3
9/1/2022	8	17,894.7	930,360.7
10/1/2022	9	17,895.7	912,465.0
11/1/2022	10	17,896.7	894,568.3
12/1/2022	11	17,897.7	876,670.7

Date	Account Name	Debit	Credit
2/1/2022	Amortization Expense	17,891.7	
Accumulated Amortization			17,891.7

TresVista prepared amortization schedules and posted respective entries ensuring accurate reporting

Lease Accounting

Review and Automation of Lease Schedules

Request and Guidelines Provided

- To review the schedules provided by the client for various leases signed across locations
- To ensure accuracy of calculations based on various data points such as lease start date, rent free periods, service charges within the summary status tracker
- To check historical workings of the data provided by the client

Methodology and Final Deliverable

- Drilled down on each metric for all locations to ensure proper calculations
- Performed an in-depth review of each lease schedule vis-a-vis the metrics in summary status tracker with variances identified
- Automated each lease schedule with manual inputs required only in case of changes in variables across periods
- Inserted additional checkpoints to ensure correct calculations

Start date End date	4/1/2021 1/31/2023
No. of periods	22
Total gears	2
Monthly Rent	17,500
Total commitment	385,000
Present Value	373,260

WACC = 3.3%		Interest Cha	ge 1.002709263	
		Interest per me	th 0.27093%	
Particulars		Passed obligation		Vithin 12 m (Feb 2022 to Jan 2023)
Lease Payments		175,000.00		210,000.00
Interest Payments		8,087.76		3,651.86
	_	166 912 24	_	206.348.14

Month End	Rent	Interest per Month	B/F Carrging Amount	Depreciation	CIF Carrying Amount	Lease Finance Cost	CIF Lease liability	Current Lease Liability (Vithin next 12 months)	Current Lease Liability (1 - 5 years)
Apr-21	17,500.00	0.2709%	373,260.39	16,966.38	356,294.00	1,011.26	356,771.65	- 200,840.04	- 172,420.35
May-21	17,500.00	0.2709%	356,294.00	16,966.38	339,327.62	966.59	340,238.23	- 201,384.17	- 155,387.48
Jun-21	17,500.00	0.2709%	339,327.62	16,966.38	322,361.24	921.79	323,660.03	- 201,929.77	- 138,308.46
Jul-21	17,500.00	0.2709%	322,361.24	16,966.38	305,394.86	876.88	307,036.91	- 202,476.85	- 121,183.18
Aug-21	17,500.00	0.2709%	305,394.86	16,966.38	288,428.48	831.84	290,368.75	- 203,025.41	- 104,011.50
Sep-21	17,500.00	0.2709%	288,428.48	16,966.38	271,462.10	786.69	273,655.44	- 203,575.46	- 86,793.29
Oct-21	17,500.00	0.2709%	271,462.10	16,966.38	254,495.72	741.40	256,896.84	- 204,127.00	- 69,528.44
Nov-21	17,500.00	0.2709%	254,495.72	16,966.38	237,529.34	696.00	240,092.84	- 204,680.03	- 52,216.81
Dec-21	17,500.00	0.2709%	237,529.34	16,966.38	220,562.95	650.47	223,243.32	- 205,234.57	- 34,858.28
Jan-22	17,500.00	0.2709%	220,562.95	16,966.38	203,596.57	604.82	206,348.14	- 205,790.60	- 17,452.72
Feb-22	17,500.00	0.2709%	203,596.57	16,966.38	186,630.19	559.05	189,407.19	- 206,348.14	
Mar-22	17,500.00	0.2709%	186,630.19	16,966.38	169,663.81	513.15	172,420.35	- 189,407.19	
Apr-22	17,500.00	0.2709%	169,663.81	16,966.38	152,697.43	467.13	155,387.48	- 172,420.35	
May-22	17,500.00	0.2709%	152,697.43	16,966.38	135,731.05	420.99	138,308.46	- 155,387.48	
Jun-22	17,500.00	0.2709%	135,731.05	16,966.38	118,764.67	374.71	121,183.18	- 138,308.46	
Jul-22	17,500.00	0.2709%	118,764.67	16,966.38	101,798.29	328.32	104,011.50	- 121,183.18	
Aug-22	17,500.00	0.2709%	101,798.29	16,966.38	84,831.91	281.79	86,793.29	- 104,011.50	
Sep-22	17,500.00	0.2709%	84,831.91	16,966.38	67,865.52	235.15	69,528.44	- 86,793.29	
Oct-22	17,500.00	0.2709%	67,865.52	16,966.38	50,899.14	188.37	52,216.81	- 69,528.44	
Nov-22	17,500.00	0.2709%	50,899.14	16,966.38	33,932.76	141.47	34,858.28	- 52,216.81	
Dec-22	17,500.00	0.2709%	33,932.76	16,966.38	16,966.38	94.44	17,452.72	- 34,858.28	
Jan-23	17,500.00	0.2709%	16,966.38	16,966.38	- 0.00	47.28	- 0.00	- 17,452.72	
	385.000.00			373,260,39		11,739,61			

TresVista developed an automated workflow to facilitate Lease Accounting in line with IFRS 16 standards

US GAAP Financial Statements

Consolidated Financial Statements

Request and Guidelines Provided

- To prepare consolidated financial statements for a US based company as per US GAAP accounting standard
- To map the sources of revenue, operating and non operating expenses, taxes, other comprehensive incomes, etc. to the correct line item as per the standards
- To ensure that each income and expense item aligns with the relevant line item in the financial statements
- To address gueries from all the stakeholders

Methodology and Final Deliverable

- Adhered to principles of measurement of assets, liabilities, equity, revenue, and expenses
- Verified calculations, reconcile balances, and cross-check figures across different sections of the financial statements
- Presented the financial statements in a clear and concise manner with use of appropriate notes and comments for easy review
- Collaborated with stakeholders (management, auditors, tax advisors) to address queries and provide clarifications with supporting documents

ABC LTD		ABCLLC	
Consolidated Balance Sheet		Consolidated Income Statement	
Ill figures in USD	December 31, 20	All figures in USD	January - December, 2021
ASSETS			
		Revenue & Sales	2,600,000.00
Bank Accounts	116,359.		
Accounts Receivable	700,000.	Cost of Goods Sold	950,000.00
Other Current Assets	54,950.	Gross Profit	1,650,000.00
Total Current Assets	871,309.		
		Salary, Wages & Benefits	2,300,000.00
TOTAL ASSETS	871,309.	Office and Administrative Expenses	350,000.00
		General & Administrative Expenses	333,000.00
LIABILITIES AND EQUITY		Travel & Lodging Expense	600,000.00
		Transportation Expense	130,000.00
Accounts Payable	616,835.	Meals & Entertainment	80,000.00
Credit Cards	267,382.	Total Expenses	3,793,000.00
Other Current Liabilities	294,592.		
Total Current Liabilities	1,178,809.	Net Operating Income	(2,145,690.93)
Long-Term Liabilities	31,500.	Other Income	(64,309.07)
Total Liabilities	1,210,309.	Net Other Income	(64,309.07)
Shareholder's Equity	5,461,000.	Net Income (Loss)	(2,210,000.00)
Retained Earnings	(3,590,000.0		
Net Income	(2,210,000.0		
Total Equity	(339,000.0		

TresVista not only met technical requirements but also provided a valuable resource for decision-making, investor confidence, and regulatory compliance

TOTAL LIABILITIES AND EQUITY

Accruals, Invoices & Billing Support

Monthly Expense Accruals

Preparation of Accrual Schedule and Recording of Entries

Request and Guidelines Provided

- To prepare a summary of vendor transactions and record accrual entries monthly in the accounting software for various departments
- To organize the unstructured list of vendor costs to be accrued by allocating the total amount to the correct business unit as incurred
- To ensure all criteria under the accounting standards to either expense or capitalize a cost are met
- To data mine the billing terms from the vendor agreements to calculate bill amounts and flag variances as required

Methodology and Final Deliverable

- TresVista prepared a structured report of the vendor costs summarized by vendor and expense type for each business unit
- Posted the monthly accrual entries for these vendor costs in the accounting software
- Summary report facilitated accurate recording of Journal entries across GL categories

Date	Account Name	Debit	Credit
1/30/2022	Software Asset	254,600.0	
	Payroll Accrual		254,600.0
1/30/2022	Software Asset	140,000.0	
2,00,2022	Interest Payable	1.0,000.0	140,000.0
1/30/2022	Software Asset	678,900.0	
	Direct Materials Payable		678,900.0
1/30/2022	Training Cost	13,500.0	
	Accrued Expenses	•	13,500.0
1/30/2022	Overhead Cost	19,500.0	40.500.0
	Accrued Expenses		19,500.0
1/30/2022	Data Conversion Cost	25,670.0	
	Accrued Expenses		25,670.0

Account	Amount (Debit)	Amount (Credit)	Memo	Subsidiary	Department	Project
Professional Fees Account 1	\$34,328.68	\$0.00	Accrued Expenses - Vendor 1 - Invoice #00000001	Subsidiary	Dept 1	Project 1
Professional Fees Account 1	\$27,384.78	\$0.00	Accrued Expenses - Vendor 1 - Invoice #00000002	Subsidiary	Dept 2	Project 1
Professional Fees Account 2	\$9,345.21	\$0.00	Accrued Expenses - Vendor 1 - Invoice #00000003	Subsidiary	Dept 2	Project 2
Professional Fees Account 2	\$235,687.34	\$0.00	Accrued Expenses - Vendor 2 - Invoice #00000004	Subsidiary	Dept 2	Project 2
Professional Fees Account 1	\$3,547.76	\$0.00	Accrued Expenses - Vendor 2 - Invoice #00000005	Subsidiary	Dept 1	Project 1
Professional Fees Account 3	\$35,748.35	\$0.00	Accrued Expenses - Vendor 3 - Invoice #00000007	Subsidiary	Dept 3	Project 3
Professional Fees Account 4	\$475,488.23	\$0.00	Accrued Expenses - Vendor 4 - Invoice #00000008	Subsidiary	Dept 4	Project 4
Professional Fees Account 5	\$65,784.78	\$0.00	Accrued Expenses - Vendor 5 - Invoice #00000009	Subsidiary	Dept 5	Project 5
Professional Fees Account 6	\$72,638.26	\$0.00	Accrued Expenses - Vendor 6 - Invoice #00000010	Subsidiary	Dept 6	Project 6
Accrued Expenses Account 1	\$0.00	\$959,953.39		Subsidiary		

Prepared monthly accrual summaries and recorded accrual entries into the accounting software

Billing Process

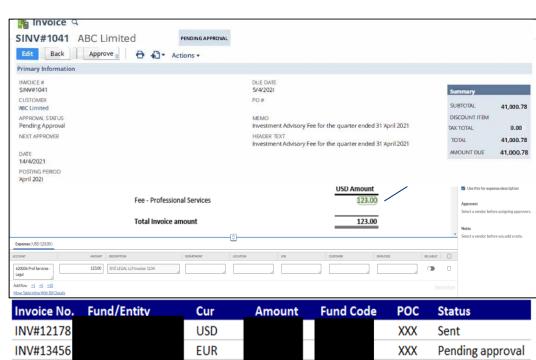
Streamlined Review of Invoices and Expenses

Request and Guidelines Provided

- To administer the entire billing process by capturing the invoices raised by the company and bills charged to the company
- Accelerated invoice review and approval through tracking invoice payments and prevent AP aging
- To ensure accurate integration of the invoices with accounting software for classification as per department
- To liaise with the stakeholders to verify Invoice amounts, and billing details to match with the services rendered

Methodology and Final Deliverable

- Checked the cash requirements needed to settle pending invoices to vendors and timely notifying the stakeholders in case of deficits
- Streamlined the invoicing method supported by excel calculations for all product lines and customers through multiple layers of approvals from the stakeholders
- TresVista integrated the accounting software with the invoicing system and optimized the inter-software processes through excel files helped in reducing the turnaround time



Invoice No.	Fund/Entity	Cur	Amount	Fund Code	POC	Status
INV#12178		USD			XXX	Sent
INV#13456		EUR			XXX	Pending approval
INV#13345		HKD			XXX	Open
INV#23455		JPY			XXX	Open
INV#45669		CAD			XXX	Paid in full
INV#45676		HKD			XXX	Paid in full
INV#45093		USD			XXX	Open
			_			

TresVista helped in providing greater visibility and control over the entire invoicing process

Aged Receivables Analysis

Review and Analysis of Aged Receivables

Request and Guidelines Provided

- To prepare a weekly aged receivable report to check each customer's aged summary
- To track customer wise purchase schedules and fees charged
- To determine collectibles on a weekly basis and email them for long outstanding balances by providing a summary of invoices
- To track if any other income/fees required to be billed have been billed correctly

Methodology and Final Deliverable

- Prepared receivable report that was aged by period and included other incomes due from each customer or affiliate separately over the period
- Analyzed the receivable to check long outstanding balances and prepared emails providing a summary of balance due that was sent to the customers
- Tracked revenue sources at regular intervals to ensure that invoice amounts were calculated as per the sales agreement and booked correctly
- Aged receivable report is a 'one view report' that helps track all the receivables aged over the periods. It also helps in monitoring the primary and secondary revenues separately

	Current	31-60 Days	Over 60 Days	Total
Business Units	-			
SBU 1	30,000	10,000	70,000	110,000
SBU 2	330,000	5,000	30,000	365,000
SBU 3		250,000	850,000	1,100,000
Total	360,000	265,000	950,000	1,575,000
	_			
Vendors	_			
Vendor 1	10,000	2,000	25,000	37,000
Vendor 2	250,000	200,000	5,000	455,000
Vendor 3	100,000	63,000	920,000	1,083,000
Total	360,000	265,000	950,000	1,575,000
		Check with	-	
Per TB 1,575,000				
Per Aged Recievables 1,575,000				

TresVista prepared a comprehensive aged receivable report to assist in tracking receivables more accurately

Difference

Accounts Payable Process

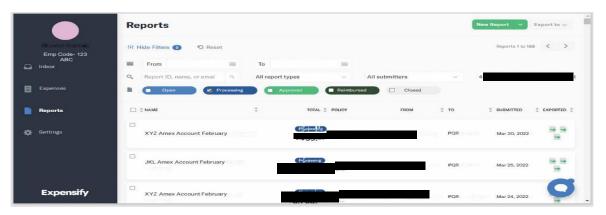
Vendor Invoicing, Travel and Expenses and Payment Runs

Request and Guidelines Provided

- To post vendor invoices provided by the stakeholders in the company's accounting software and execute weekly payment runs for invoices
- To review weekly/monthly reports of unapproved and unpaid invoices and follow with relevant personnel
- To approve of employee reimbursement claims on the expense system in accordance with company's claims policy

Methodology and Final Deliverable

- Posted ~50 vendor invoices every week in the accounting software
- Processed weekly payment runs for invoices including foreign currency payments
- Executed weekly/monthly pending reports and followed up with relevant personnel to significantly bring down outstanding/pending invoices
- Reviewed and approved ~300 employee expense claims every month in line with claims policy and highlighted any exceptions or policy violations



123 - ABC PLC

Invoices booked in NetSuite by TresVista

Sr No Vendor Name	Vendor Invoice No	Invoice Date	Amount	Currency	Date of Posting	Current NS Status	Transaction Number
1	JJ-2022-03-0890882	3/21/2022		USD	3/23/2022	Open	INV123#22231
2	6897679132	3/11/2022		USD	3/23/2022	Open	INV123#22232
3 td.	15/188612	3/19/2022		USD	3/23/2022	Open	INV123#22233
4	57283962	3/22/2022		USD	3/23/2022	Open	INV123#22234
5	INV019656823	3/22/2022		USD	3/23/2022	Open	INV123#22235
6	296829	3/24/2022		USD	3/23/2022	Open	INV123#22236
7	287799	3/21/2022		USD	3/23/2022	Open	INV123#22237
8	TKKUK56432S	3/17/2022		USD	3/23/2022	Open	INV123#22238
9	INV2332	3/22/2022		USD	3/23/2022	Open	INV123#22239
11	134370-1778	1/22/2022		USD	3/23/2022	Open	INV123#22240
12	540200778	2/23/2022		GBP	2/24/2022	Open	INV123#22241
13	540200779	2/23/2022		GBP	2/24/2022	Open	INV123#22242
14	540200780	2/23/2022		GBP	2/24/2022	Open	INV123#22243
15	540200782	2/23/2022		GBP	2/24/2022	Open	INV123#22244
16	540200783	2/23/2022		GBP	2/24/2022	Open	INV123#22245
17 Santana Giobai	532122	12/30/2021		USD	2/24/2022	Open	INV123#22246

TresVista provided an end-to-end service solution with respect to the Accounts Payable Process

Bank Wire Creation

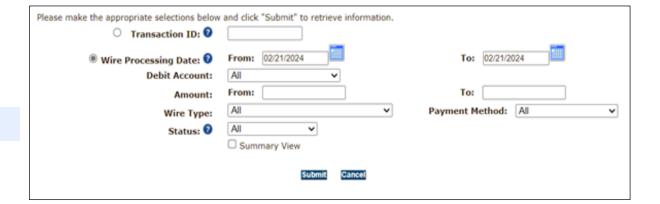
Setting up and Initiating Payments/Wires

Request and Guidelines Provided

- To set up wires for payments per the payment instructions in the vendor invoices
- To send them for approval to the internal stakeholders with necessary support

Methodology and Final Deliverable

- TresVista notifies the client once the wire has been set
- Point of contact from the client is added as the layer of approval and bank wire is processed thereafter
- TresVista sends the Wire or ACH document to the PoC for approval
- Once the amount is debited from the specified bank account, the delivery team notified the client of the same



TresVista has assisted in setting up Wire and ACH payment instructions for monthly bill payments

AR and AP Analysis

AP and AR Aging, Vendor and Customer Schedules

Request and Guidelines Provided

- TresVista was provided with period wise data of the receivables and payables of the customers/vendors in PDF or excel format
- To perform ratio analysis and prepare month-wise and period wise schedules
- To provide top customer/vendor wise analysis

Methodology and Final Deliverable

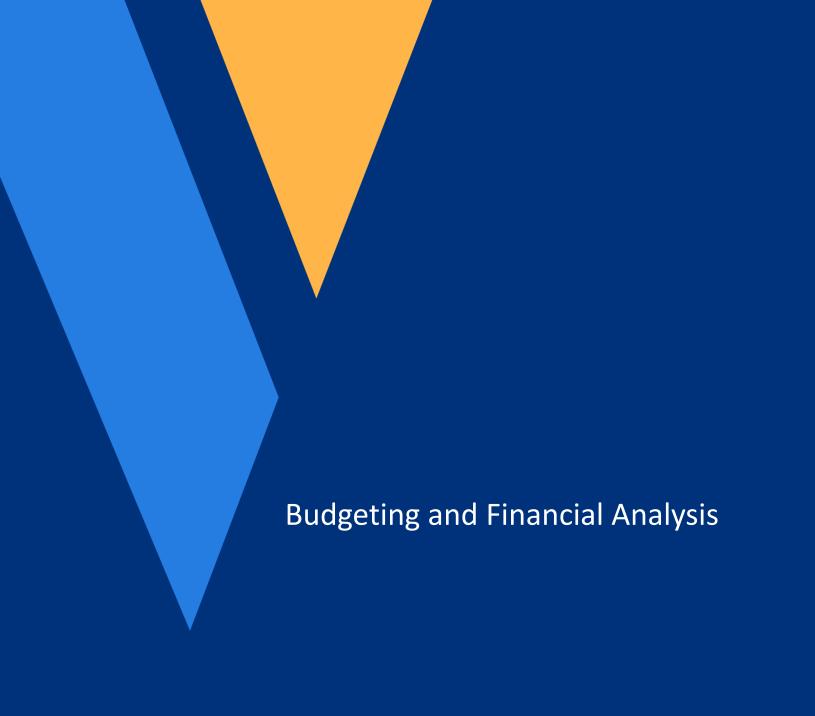
- Stacked the data provided and prepared an analysis of receivables and payables
- Classified the account receivable and payable data according to the periods such as 1-30 days, 31-60 days, 61-90 days, more than 90 days, and others (if required)
- Analyzed the AR aging and AP aging data and prepared the top vendor and customer analysis
- Performed ratio analysis by calculating the DSO (days sales outstanding) and DPO (days
 of payable outstanding) and provided a pilot view of the outstanding amounts due to or
 from the company

Accounts Receivable Aging Analysis	_					
	Dec-19	Dec-20	Dec-21	Dec-19	Dec-20	Dec-21
US\$ in 000s	\$	\$	\$	%	%	%
Current	160	100	440	80.0	83.3	62.9
31-60 days	-	-	10	-	-	1.4
61-90 days	-	-	20	-	-	2.9
Over 90 days	40	30	250	20.0	25.0	35.7
Reconciling difference	-	(10)	(20)	-	(8.3)	(2.9)
Trade accounts receivable	200	120	700	100.0	100.0	100.0
DSO (actual)	14.0	29.0	31.0			

Top Customer Analysis									
US\$ in 000s	FY19	FY20	FY21						
ABC	63	86	244						
DEF	170	45	215						
LKG	80	30	179						
RSS	60	23	164						
PSG	30	20	157						
RCB	10	15	157						
LSG	30	8	143						
MI	5	3	136						
KKR	5	3	107						
KXIP	3	3	57						
Top customers	455	234	1,560						
Other customers	45	66	190						
Total sales	500	300	1,750						

Top Vendor Analysis									
US\$ in 000s	FY19	FY20	FY21						
PSG	56	77	219						
PNG	153	40	193						
KUR	72	27	160						
TPM	54	20	148						
RIS	27	18	141						
RPS	9	13	141						
TTR	27	7	128						
MIK	4	2	122						
MAS	4	2	96						
PPA	2	2	51						
Top vendors	408	210	1,400						
Other vendors	40	59	171						
Total purchases	449	269	1,571						

TresVista assisted in providing a detailed view of all the customers and vendors



Budgeting and Forecasting Model and Liquidity

Budget Forecasting Model and Liquidity Planning

Request and Guidelines Provided

- To prepare an extensive trend analysis to compute the basis for an upcoming 5-year period budgeting considering the key fund growth metrics
- To prepare a loan interest schedule to keep track of revolving credit facility balance and calculating quarterly accrued interest for determining the exact interest expense
- To monitor closely and deep dive into the variance analysis to maintain the company level expenses and timely resolution for liquidity requirements

Methodology and Final Deliverable

- Budget Forecasting Model was formulated to compute the monthly, quarterly, and annual cash, debt, and related liquidity and operational requirements
- Developed a forecast model utilizing automation techniques for the stakeholders thereby providing enhanced insights into the expenditures incurred
- The model was automated to produce desired output which enables repetitive updates in the presentations a quick and accurate job

Assumptions		2021			2022			2023		
Office Expenses										
Rent										
Lease #1				18,753.0	106.0	Apr 22 - Aug 22	18,753.0	180.0	Jan 23 -	Dec 23
Lease #2	12,500.0	78.0	Jan 21 - Sep 21	15,800.0	87.0	Jan 22 - Sep 22	-	-		-
Lease #3				11,000.0	per month	Apr 22 - Aug 22	11,330.0	per month	Jan 23 -	- Dec 23
Lease #4	2.5%	of Lease	Oct 21 - Apr 22	3.0%	of Lease	Jan 22 - Sep 22 7	3.0%	of Lease	Jan 23	Dec 23
Lease #5				18,000.0	per month	Apr 22 - Aug 22	18,540.0	per month	Jan 23 -	Dec 23
Maintenance & Repairs										
Repairs #1	350.0	per month	Aug 21 - Nov 21	750.0	per month	Jan 22 - Sep 22	772.5	per month	Jan 23	Dec 23
Repairs #2	150.0	per month	Jun 21 - Jul 21	350.0	per month	Apr 22 - Aug 22	360.5	per month	Jan 23 -	- Dec 23
Repairs #3	125.0	per month	Jun 21 - Jun 22	150.0	per month	Jan 22 - Sep 22	154.5	per month	Jan 23 -	Dec 23
Maintenance #1	45,000.0	per month	Apr 21 - Aug 21							
Maintenance #2	60.0	per month	Jun 21 - Dec 21	6,000.0	Annual	Jan 22 - Sep 22	6,180.0	per month	Jan 23 -	Dec 23
Office Supplies										
Supplies #1	1,800.0	per month	Apr 21 - Aug 21	5,500.0	per month	Apr 22 - Aug 22	5,665.0	per month	Jan 23 -	Dec 23
Supplies #2	850.0	per month	Apr 21 - Aug 21	1,800.0	per month	Jan 22 - Sep 22	1,854.0	per month	Jan 23 -	Dec 23
Supplies #3				1,700.0	Per week	Apr 22 - Aug 22		-		
Utilities										
Utilities #1	1,777.7	per month	Apr 21 - Aug 21	4,000.0	per month	Apr 22 - Aug 22	4,120.0	per month	Jan 23	Dec 23
Utilities #2	200.0	per week	Apr 21 - Aug 21	4,000.0	per month	Apr 22 - Aug 22	4,120.0	per month	Jan 23	- Dec 23
Food and Entertainment										
Food #1	1,400.0	One time	May 21	210.0	per month		216.3	per month		
Entertainment #1	1,000.0	One time	May 21	150.0	per month		154.5	per month		
Property Purchases										
Office Building Construction	5,000.0	One time	Nov 21							

Profit and Loss January 1, 2019 - April 1, 2022								
	JAN - DEC 2019	JAN - DEC 2020	JAN - DEC 2021	JAN 1 - APR 1, 2022	TOTAL			
▶ Income								
GROSS PROFIT								
▼ Expenses								
▶ 5000 Employee Compensation								
▶ 5100 Employee Benefits								
▶ 5200 Employee Taxes								
▶ 5300 Employee Expenses - Other								
▶ 6000 Travel & Business Development								
▶ 6100 Information & Data Services								
▶ 6200 Premises - Building								

An automated model was designed to simplify workings and aid complex calculations

Budget to Actual Variance Analysis

Budget Forecasting and Analyzing Variances with Actuals

Request and Guidelines Provided

- To keep a closer look and deep dive into the variance analysis of all the expenses to help monitor overage
- To update budget vs actuals template to discuss the department wise variances with the department leads
- To analyze the variances among different expense types T&E, professional fees and SG&A for significant amounts and to check for overages to better forecast for them in the coming months

Methodology and Final Deliverable

- Budget and variance analysis calculations were prepared for summarizing the actions required and aid in management discussions around company wide budget planning
- Delivered a summarized view of costs and expenses that facilitated the client in precise estimation of budget for forthcoming year
- Provided the client necessary information using the insights drawn from input data to better forecast its expenses, thereby leading to precise budget allocation in the future

ABC LTD
Consolidated Income Statement - Actual vs Budget
As of January 31, 2021

		Monthly							
Consolidated Income Statement	J	anuary Actuals	Ja	anuary Budget		Variance	Variance %		
Revenue & Sales	\$	2,500,000	\$	2,600,000	\$	(100,000)	(4%)		
Service Revenues	\$	3,000,000	\$	2,500,000	\$	500,000	20%		
Miscellaneous Income	\$	50,000	\$	100,000	\$	(50,000)	(50%)		
Cost of Goods Sold	\$	80,000	\$	950,000	\$	(870,000)	(92%)		
Gross Profit	\$	1,400,000	\$	1,650,000	\$	(250,000)	(15%)		
Salary, Wages & Benefits	\$	2,000,000		2,300,000		(300,000)	(13%)		
Office and Administrative Expenses	\$	9,030,000	\$	350,000	\$	8,680,000	2480%		
General & Administrative Expenses	\$	200,000	\$	333,000		(133,000)	(40%)		
Travel & Lodging Expense	\$	400,000	\$	600,000	\$	(200,000)	(33%)		
Transportation Expense	\$	100,000	\$	130,000	\$	(30,000)	(23%)		
Meals & Entertainment	\$	20,000	\$	80,000	\$	(60,000)	(75%)		
Total Expenses	\$	11,750,000.00		3,793,000		7,957,000	210%		
Net Operating Income	\$	(2,100,000)	\$	(2,145,691)	\$	45,691	(2%)		
Other Income	\$	(45,000)	\$	(64,309)	\$	19,309	(30%)		
Net Other Income	\$	(45,000)	\$	(64,309)	\$	19,309	(30%)		
Total Net Book Income/Loss	_	(2,145,000)	Ś	(2,210,000)	Ś	65,000	(3%)		

Tracking the variances of budget amounts to actuals helped in placing firmwide controls and checks on expenses

Business Support & Indirect Cost Allocations

Allocation of Overhead Costs to Business Units

Request and Guidelines Provided

- To roll forward files for allocation of support costs to relevant business units
- The company incurred business support costs related to outside services, research fees, marketing fees, advertising fees, office supplies, communication services, depreciation charges, postage and printing expenses
- To calculate the indirect costs incurred by each employee by allocating the expenses to a specific or a select group of employees, based on the nature of expense, department of the employee and office location in proportion to the financial KPIs provided by the stakeholder

Methodology and Final Deliverable

- TresVista prepared a 'Cost Allocation File' wherein all the SG&A costs were either tagged to a business unit or among all employees based on the nature and description of the expense
- Prepared summary for cost allocation of business support & marketing expenses while ensuring completeness of costs recorded in allocation models
- The individual department costs was determined by summing up the costs by employees working under a specific department
- Performed analytical review of cost allocations across periods

Business Unit	Allocation of Sales costs (Excluding platform fees)	Platform Fees Allocation	Total Overhead Cost
ABC	5,976,051	6,375,530	12,351,581
DEF	5,526,844	1,943,447	7,470,291
GHI	4,634,066	392,110	5,026,176
JKL	4,507,220	5,421,914	9,929,134
AAA	623,218	207,992	831,210
xxx	505,743	-	505,743
ZZZ	3,472,141	1	3,472,141
Total	25,245,283	14,340,993	39,586,276

Account Type	ABC	PQR	DEF	GHI	JKL	MNO	XYZ	Total
Salaries	11,029,704	2,511,826	1,254,083	3,417,162	7,553,639	5,440,601	2,972,643	34,179,658
T&E	41,183	11,385	7,042	19,306	43,366	27,656	17,254	167,193
Occupancy Costs	1,594,511	378,911	208,077	494,662	1,409,784	928,550	588,577	5,603,073
Professional & Consulting Costs	2,556,713	790,061	500,691	610,917	1,818,456	1,987,438	1,263,889	9,528,165
IT Costs	948,350	230,627	136,774	401,864	874,599	597,461	319,095	3,508,769
Depreciation	835	5,777	2,842	86	13,779	8,992	3,601	35,912
Other	78,755	23,882	15,142	43,705	92,507	48,546	33,108	335,644
TOTAL	16,250,051	3,952,469	2,124,651	4,987,702	11,806,130	9,039,244	5,198,167	53,358,414

TresVista computed cost allocations to business units ensuring accuracy and completeness



Sales Commissions

Calculating Sales Commissions Earned Based on Unit Sales

Request and Guidelines Provided

- The company has 3 product lines. For tracking sales growth, the sales team is spread out between 9 US territories. TresVista calculates the commissions earned by each sales representative based on the sales made
- To track the gross sales made by individual sales representative for each product line and the commissions earned on the sales
- In addition to the commissions, the commission structure has a chargeback clause for product returns or order cancellations

Methodology and Final Deliverable

- TresVista team gets a sales report called the deal board which contained the territory and the respective sales by product lines, which is mapped to the sales teams using the master mapping
- For each unit sold, the respective sales team will get a percentage share as commissions as per the policy
- The TresVista team has set up a calculation dashboard with individual tabs for each sales representative and a consolidated tab for all the territories combined
- The dashboard is rolled forward every month to calculate monthly commissions which is then distributed by the payroll support provider

Wholesaler	October	November	December	Product SKU	Rate Basis	October	November	December
Sale Rep 1	19,000.00	17,241.20	9,269.55					
Sale Kep 1	19,000.00	17,241.20	9,209.33		Sales, Product line 1	15,981,805.48	7,189,246.29	8,478,273.45
Sale Rep 2	2,694.58	1,392.64	2,067.09		Sales, commissionable	10,207,690.23	6,594,350.40	4,819,767.73
Sale Rep 3	18,519.03	13,096.21	11,369.98		Commissions Earned	133,907.29	137,302.11	142,183.84
Sale Rep 4	2,757.80	2,155.27	1,007.80		National Account Sales Commissions Earned	5,324,170.74 7,479.38	-	-
Sale Rep 5	30,368.15	18,995.59	16,833.74		Chargeback	7,071.70	7,071.70	7,071.70
Sale Rep 6	3,240.06	1,935.97	1,755.34		Commissions Earned	19,082.34	19,082.34	19,082.34
Sale Rep 7	26,549.07	14,831.55	20,901.58					
Suic Nep 7	20,343.07	14,031.33	20,301.30	Total Gross	Sales, Product 1	15,981,805.48	7,189,246.29	8,478,273.45
Sale Rep 8	780.36	780.36	780.36	Total Con	nmissions Earned, Product 1	160,469.01	156,384.45	161,266.18
Sale Rep 9	19,452.81	16,936.13	21,174.25		Sales, Product Line 2 Sales,			
Sale Rep 10	3,257.69	2,690.50	3,161.40		commissionable	2,150,000.00	4,078,947.62	324,581.00
Sale Rep 11	14,577.25	8,818.45	13,485.24		Commissions Earned Chargeback	1,964,300.00 25,570.76	3,274,614.00 44,619.33	291,541.00 33,762.87
					Commissions Earned	25,570.70	44,013.33	33,702.87
Sale Rep 12	1,683.73	1,043.86	1,562.39			-	-	-
Sale Rep 13	10,716.64	14,236.87	26,029.51			-	-	-
Sale Rep 14	31,114.68	48,652.23	30,558.84	Total Gross	Sales, Product 2	2,150,000.00	4,078,947.62	324,581.00
Sale Rep 15	20,833.33	20,833.33	23,138.38		nmissions Earned, Product 2	25,570.76	44,619.33	33.762.87
· ·	,	•	,	70147 001		25,576.76	44,025,55	33,702.07
Sale Rep 16 Sale Rep 17	3,428.92	5,377.54 1,547.11	3,367.16 2,857.40		Sales, Product Line 3,	13,657,357.17	760,000.00	1,134,300.00
	1,155.97	•			commissionable	11,739,933.00	4,148,523.21	9,253,649.31
Sale Rep 18	879.47	1,915.69	1,029.95		Commissions Earned	27,384.95	9,593.37	21,438.66
Sale Rep 19	-	-	1,000.00		Chargeback	-	-	-
Sale Rep 20	992.69	1,431.07	2,570.93		Commissions Earned	-	=	-
Sale Rep 21	25,622.85	24,871.24	25,928.11	Total Gross	Sales, Product 3	13,657,357.17	760,000.00	1,134,300.00
TOTAL	237,625.07	218,782.79	219,849.00		nmissions Earned, Product 3	27,384.95	9,593.37	21,438.66

TresVista prepared the 'Sales Commissions Dashboard' for a comprehensive view of all sales territories

Profitability Analysis

Calculating Territory Wise Profitability and Breakeven

Request and Guidelines Provided

- The company has 3 major revenue generating products sold in 9 territories in US. TresVista was
 requested to analyze the profitability of each territory to monitor their breakeven dates post
 accounting for all the income, losses, revenues and expenses
- Breakeven Dates It was intended to provide the date on which the specific territory recovered the loses since inception to help the company assess each territory's performance based on the earnings
- Consisting of each territory's revenues and expenses like compensation, T&E, conferences, etc.
 TresVista prepared an aggregate report on the overall sales growth and its long-term practicality

Methodology and Final Deliverable

- TresVista prepared a profitability model to calculate the breakeven point of each territory and thoroughly reviewed the financials to track down the monthly revenues and expenses
- Indirect overhead costs and T&E expenses were allocated individually to enable allocation across each territory in proportion to the number of employees in that territory
- The model runs the forecasted sales growth to estimate earnings for the future period. The sales growth helps in computing the monthly revenue from each product line
- Model calculated the cumulative income based on the actuals & forecasted values to arrive at the break-even date and consequently returns the time taken to achieve break even since inception

	Model Output								
	Break Even								
		Break Even	Time taken to						
	Territory	Start Date	Date						
			Break Even						
Territory 1	Jul-20	Jun-23	2.9						
Territory 2	Jun-20	Nov-24	4.4						
Territory 3	Jun-20	Dec-23	3.5						
Territory 4	Aug-20	Jun-23	2.8						
Territory 5	Aug-20	Aug-24	4.0						
Territory 6	Feb-22	Dec-24	2.8						
Territory 7	Mar-22	Sep-24	2.5						
Territory 8	May-22	Mar-24	1.8						
Territory 9	Oct-22	Dec-24	2.2						
	Avg breakeven		3.0						
	First 5 territories		3.5						
	4 new territories		2.3						

Fund	Category	Inception-to-Date
	Revenue	
11	Product Line 1	2,442,470
II	Product Line 2	73,710
II	Product Line 3	-
II	Total management Fee	2,516,180
	Commissions	761,758
Net Revenu	ie	1,754,422
Cumulative	Net Reveune	TRUE
l	I	
il		
ll	Expenses	
II	Salary and benefits	607,522
'	Bonus	30,000
	Travel and Expense	68,496
	Conferences and Sponsorships	155,097
	Direct	5,250
	Indirect	149,847
	Overhead Allocation	259,397
	Direct:	109,595
	General Overhead	-
	Sales Mgr OH	109,595
	Indirect	149,802
Sales Exper		
Sales Exper		1,120,511
	Sales Expenses	TRUE
FRE - Profit		633,911
	lative Profit/Loss	TRUE
Cumulative	Loss	TRUE
Cumulative		TRUE
	- Incentive Fees Only	
PRE Incenti	ive Fees	330,533
ANI - Profit	/Loss	964,444
ANI - Cumu	lative Profit/Loss	TRUE
Cumulative	Loss	TRUE
Cumulative	Profit	TRUE

TresVista prepared a 'Profitability Dashboard' which aided decision making

