

Private Equity

Our Impact

Research and Investment Services



Research and Due Diligence

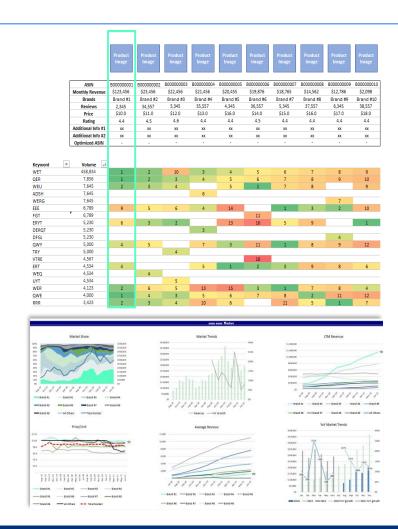
Due Diligence for E-commerce Marketplace Seller

Request and Guidelines Provided

- Analyze an Amazon marketplace seller's brand performance with the top competing brands in the same product category
- Perform a market segmentation analysis to assess the historical dollar amounts and unit sales, reviews, average price, and growth rate for brands in the category

Methodology and Final Deliverable

- Gathered data for the products in the category using an online sales analytical tool and screened the products to identify comparable products to include in the analysis
- Exported the product list along with the historical sales data to carry out the market segmentation analysis through the standardized template
- Exported the keywords and search volume data for each product from the online tool;
 the rank of each top product was mapped to high-volume and high-ranking keywords



Analyzed an Amazon marketplace seller's brand performance by performing market segmentation analysis and organic ranking of brand

Research and Due Diligence

Analyzing Data Rooms and Validating Assumptions

Request and Guidelines Provided

- Understand historical performance and perform diligence on the key drivers of a North American inland waterways company
- Understand the firm's asset utilization efficiency and customer concentration

Methodology and Final Deliverable

- Worked on the data provided by the client to understand the financial history
- Extensive data analytics with several data cuts to check for any anomalies in the operations
- Diligence on the customer history and concentration
- Additional research on the expectations of the primary drivers of the business



Created a data analytics model for diligence on the financials, final output was a presentation which laid out the different aspects/concerns for the business

Research and Due Diligence

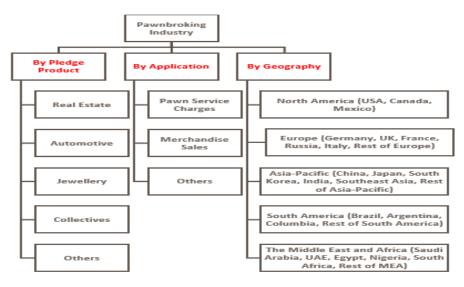
Pawn Broking Industry Research

Request and Guidelines Provided

- To conduct market research and provide an overview of the Pawn Broking Business in order to help in making strategic decisions for one of the client's portfolio companies
- To provide insights on the digitalization and diversification into other financial services, IPOs raised, success stories of other businesses, and a general market overview displaying key trends
- To provide insights on the metrics of top global players in the market from developed and emerging economies

Methodology and Final Deliverable

- The final deliverable post desktop and database research, included, comparable analysis, case studies on successful companies and analysis of data available from company websites and reports
- The client used the research material made by the TresVista team to make decisions on the course of action for its portfolio company
- Efficient planning done by the Team helped to complete the heavy research well in advance its due date



Public Companies in the Pawnbroking Business

Emerging Economies Name	Revenue	Business Description	Country	Market Cap	COGS	Gross Profit	EBIT	EBITDA	Net Income	Total Assets	APEX/EBITD. Sales	CAGR	Sales Growth
Lao Feng Xiang Co., Ltd.	\$9,064.26	Lao Feng Xiang Co., Ltd. engages in the manufacture, design and sale of	China	\$4,570.46	\$8,421.86	\$642.41	\$479.89	\$512.08	\$290.93	\$3,495.00	1.7%	10.3%	13.3%
PT Bank Danamon Indonesia	\$1419115	PT Bank Danamon Indonesia Tbk engages in providing general banking	Indonesia	\$1,843.45					\$222.34	\$12,701.44		(8.9%)	(3.3%)

Developed Economies													
Name	Revenue	Business Description	Country	Market Cap	COGS	Gross Profit	EBIT	EBITDA	Net Income	Total Assets	APEX/EBITD.	Sales CAGR	Sales Growth
FirstCash Holdings, Inc.		FirstCash Holdings, Inc. operates retail pawn stores in the United States and	United States	\$4,439.52	\$1,449.69	\$1,279.26	\$283.90	\$741.23	\$253.50	\$3,904.87	16.0x	13.5%	60.6%
EZCORP, INC.	\$886.23	EZCORP, Inc. engages in the provision of pawn loans in the United States and	United States	\$488.62	\$390.22	\$496.01	\$76.65	\$160.99	\$50.16	\$1,347.88	19.8x	15%	21.5%

Conduct market research on the pawnbroking industry and identify trends in the industry

Sales Analysis – Manufacturing Industry

Request and Guidelines Provided

- Analyze and understand the financial data and sales of a manufacturing company and provide churn rates for customers
- Conduct analysis for various datapoints: Stock Keeping Units, Product Category, Purchase Order, and Unique Customers
- Calculate annual churn rate for customers, and conduct analysis on different product categories, their profitability, growth rates and concentration
- Analyze weekly sales trend for major product categories in contrast to the overalls

Methodology and Final Deliverable

- Suggested identifying and consolidating different locations and subsidiaries of a customer into a single unique customer for depicting a true picture of the customer concentration. The lack of sufficient markers for this made it complicated and a timeconsuming process
- Developed an automated template to reduce turnaround time



Competitive Benchmarking

Request and Guidelines Provided

- To provide a competitive benchmarking analysis for the client
- The client wanted to see their performance in the public equity markets compared to its publicly listed competitors
- The client gave significant freedom to explore and portray benchmarking areas as per the team's judgement

Methodology and Final Deliverable

- The final output comprised of a deck as well as the backup excel for benchmarking so that the client could make any tweaks in case they wished to do any custom analyses
- Automated the excel file to a large extent to make the update process quick
- The metrics chosen for the analysis were directly relevant and helpful for measuring the competitive position of the client in the market



Telecom Infrastructure Benchmarking

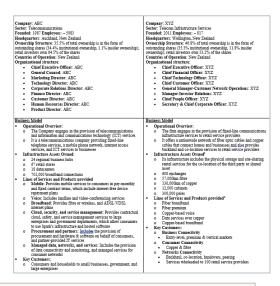
Request and Guidelines Provided

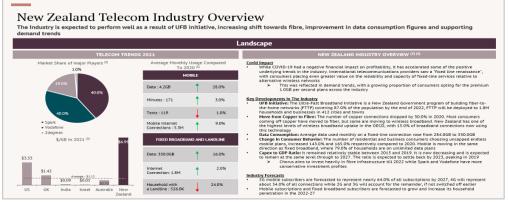
- To understand the possibilities of prospective business strategy to be adopted for a recently spun-off telecom company
- To assist in gathering cases of other companies which went through a similar journey and inspect critical learnings from their journey
- To analyze the performance of the parent and spun-off entity and investigate their company overview, business model, company strategy, financial performance, separation journey, reasons for the spin-off, and key learnings

Methodology and Final Deliverable

- Created three case studies providing an overview of the company, business model, details about operations, key customers and competitive landscape
- Created in-depth analysis of the spin-off including reasons, advantages, and key risks of the demerger and drawing conclusions from the learnings
- Created a pre- and post-demerger comparison analysis of the business, organization structure, and key financials, including share price data







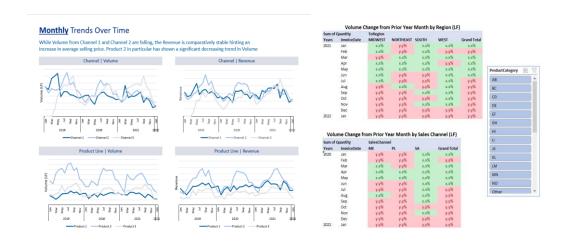
Revenue and Volume Analysis

Request and Guidelines Provided

- To perform a set of analyses that could help client in understanding why one of the client's portfolio company's sales volume were falling over past few years
- To examine the financials of a potential add-on acquisition for the portfolio company

Methodology and Final Deliverable

- Provided revenue and volume by product and channel analysis
- Analyzed customer churn and retention through which we observed that while the company is successfully retaining its client base, it is struggling to find new customers
- Conducted a geographical analysis showing which regions are contributing the most to the downfall
- Conducted a deeper customer analysis focusing on key industries from where there is a trend of decline in the number of customers





Portfolio Management: Monthly Board Presentation

Request and Guidelines Provided

- To prepare various analyses such as period variances, sales/purchase trends, customer margins, etc., and incorporate them into a board presentation
- The client shares the financial statements along with supplemental information such as customer sales, inventory, raw material purchases, etc.
- These analyses are used in the board meetings that the client conducts every month wherein they are required to provide the board with an update on the financial performance of the company

Methodology and Final Deliverable

- The final deliverable consisted of the Financial Analyses, Customer Analyses, Board Presentation and Relevant Commentary
- Helped in creating a template for the client which was easy to update every month and tracks all metrics in one file itself
- Helped in creating various analyses related to customer buying behavior which helped the client provide a better understanding of the business to the board members
- Helped the client prepare a budget for the entire year and then create a reforecast based on the half-yearly performance of the company

(\$000s)	ACTUAL	ACTUAL	Varian	ice	
Fiscal Years Ended December	Jul-21	Jul-20	(\$000s)	(%)	
Net Sales					
Product line A	\$3,029	\$2,259	\$769	34.1%	Particulars
Product line B	3,356	2,175	1,181	54.3%	Jul-21
Product line C	502	614	(112)	(18.3%)	Jul-20
Product line D	426	753	(327)	(43.4%)	Change
Product line E	84	74	10	13.2%	eage
Product line F	190	446	(256)	(57.4%)	
Other - Net Sales	(1)	(4)	3	NM	Variance
Total Net Sales	\$7,587	\$6,318	\$1,268	20.1%	Rate Variance
Cost of Goods Sold					
COGS - Material					Volume Variano
Purchases	\$2,055	\$1,592	\$464	29.1%	Total Variance
FMV Inventory Adjustments	-	-	-	NA	Total variance
Material Inventory Taken Out (Put In)	442	739	(297)	40.2%	
Total COGS - Material	\$2,497	\$2,331	166	7.1%	
COGS - Labor	\$737	\$547	190	34.8%	
COGS - Repair & Maintenance	\$168	\$274	(106)	(38.8%)	Particulars
COGS - Overhead	\$1,505	\$1,185	320	27.0%	
Overhead Inventory Taken Out (Put In)	\$501	\$500	1	0.3%	Jul-21
Total Cost of Goods Sold	\$5,409	\$4,837	\$572	11.8%	Jul-20
Gross Profit	\$2,178	\$1,481	\$696	47.0%	Change
% of Net Sales	28.7%	23.4%			
Operating Expenses					Variance
Salaries & Bonuses	\$403	\$314	\$89	28.4%	Rate Variance
Commissions	43	47	(4)	(7.7%)	
Other Operating Expenses	795	736	59	8.0%	
Total Operating Expenses	\$1,241	\$1,096	\$144	13.2%	Volume Variance
Adjusted Operating Income	\$937	\$385	\$552	143.3%	Total Variance
Other Income	\$18	\$13	\$5	36.3%	
	710	713	75	30.370	
Other EBITDA Adjustments	¢054	ćose	ėac.	2 20/	
Depreciation & Amortization	\$851	\$825 \$83	\$26	3.2%	
Extraordinary Expense	\$5	\$83	(78)	(93.8%)	
Stock Compensation	-	- 643	(12)	NA (100.0%)	
Taxes	-	\$13	(13)	(100.0%)	
Bank Charges	\$4 \$00	\$13	(9)	(70.4%)	
Management Fees	\$80 \$940	\$73	7 (660)	9.8%	
Total Other EBITDA Adjustments		\$1,008	(\$68)	(6.7%)	
Adjusted EBITDA	\$1,895	\$1,406	\$489	34.8%	
% of Net Sales	25.0%	22.3%			
Adjusted Bank EBITDA	\$1,895	\$1,406	\$489	34.8%	

	July 2021 -vs- J	uly 2020	
_	P	roduct line A	
Particulars	Volume	Price	Sales
Jul-21	700.0	\$4.33	\$3,028.8
Jul-20	502.1	\$4.50	\$2,259.3
Change	197.9	(\$0.17)	\$769.5
Variance	Change	Volume	Total
Rate Variance	(\$0.17)	700.0	(\$121.1)
	Change	Price	Total
Volume Variance	197.9	\$4.50	\$890.6

	July 2021 -vs-	July 2020	
_	С	ost - Total P1Q	
Particulars	Volume	Price	Purchases
Jul-21	247	\$2.02	\$499
Jul-20	242	\$1.75	\$424
Change	5	\$0.27	\$75
Variance	Change	Volume	Total
Rate Variance	\$0.27	247	\$67
	Change	Price	Total
Volume Variance	5	\$1.75	\$8
Total Variance			\$75

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

\$769.5

Research and Investment Case Studies Monthly Board Presentation

Request and Guidelines Provided

- To prepare Monthly Board Presentation which provides a financial snapshot of the company and other supplemental analysis
- This data provides the client insights into customer buying behavior and product mix

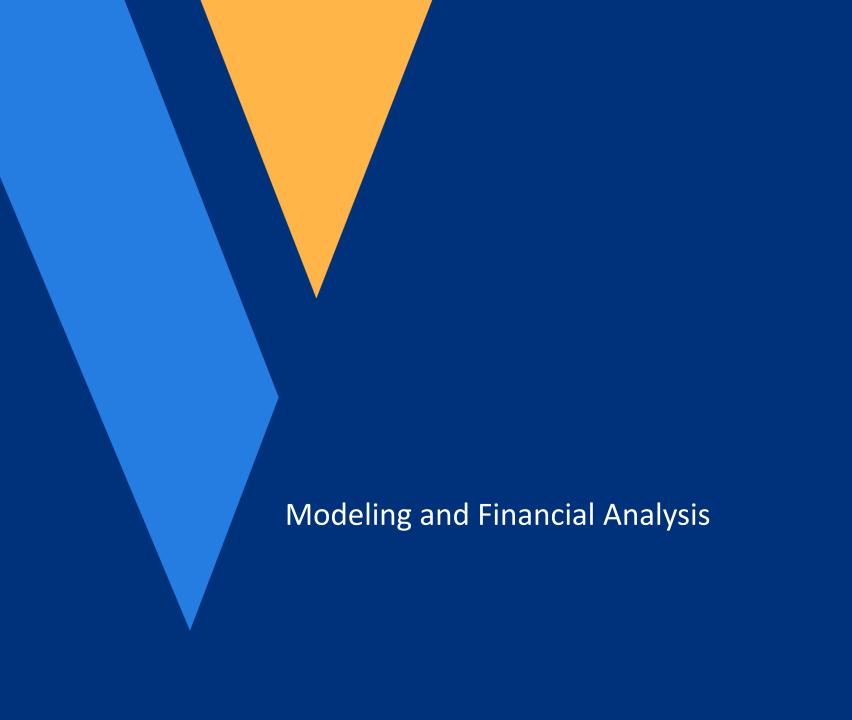
Methodology and Final Deliverable

- The final deliverable incorporated all the Financial and Supplemental Analysis files into a deck for the client to present to the Board
- Assisted in creating the entire financial analysis report from scratch working directly with the CFO of the company
- Provided qualitative analysis of the financials to better understand the variances in company's performance across different time periods
- Helped the client prepare an analysis which provided a better understanding of their inventory movement and subsequent usage across months

(\$000s)	ACTUAL	ACTUAL	Varia	
Fiscal Years Ended December	Jul-23	Jul-22	(\$000s)	(%)
Net Sales				
Product A	\$4,842	\$4,928	(\$86)	(1.7%)
Product B	3,967	3,782	185	4.9%
Product C	805	967	(162)	(16.8%)
Product D	728	945	(218)	(23.0%)
Product E	224	68	157	231.3%
Product F	128	261	(132)	(50.8%)
Total Net Sales	\$10,693	\$10,949	(\$256)	(2.3%)
Cost of Goods Sold				
COGS - Material				
Purchases	\$2,089	\$3,154	(\$1,064)	(33.7%)
Material Inventory Taken Out (Put In)	2,619	2,120	499	23.6%
Total COGS - Material	\$4,708	\$5,273	(565)	(10.7%)
COGS - Labor	\$771	\$774	(3)	(0.3%)
COGS - Repair & Maintenance	\$146	\$176	(30)	(17.2%)
COGS - Overhead	\$1,565	\$1,553	12	0.8%
Overhead Inventory Taken Out (Put In)	\$417	\$365	53	14.4%
Total Cost of Goods Sold	\$7,608	\$8,141	(\$533)	(6.5%)
Gross Profit	\$3,085	\$2,808	\$277	9.9%
% of Net Sales	28.9%	25.6%	ĺ	
Operating Expenses			ĺ	
Salaries & Bonuses	\$568	\$472	96	20.3%
Commissions	20	30	(10)	(33.2%
Other Operating Expenses	1,019	1,213	(194)	(16.0%)
Total Operating Expenses	\$1,607	\$1,715	(\$108)	(6.3%)
Adjusted Operating Income	\$1,478	\$1,093	\$385	35.2%
Other Income (Loss)	\$27	\$36	(\$9)	(25.4%
Other EBITDA Adjustments				
Depreciation & Amortization	\$1,003	\$912	\$91	10.0%
Extraordinary Expense	\$2	\$121	(119)	(98.7%
Stock Compensation	-	-	-	N/
Taxes	-	-	-	N/
Bank Charges	-	\$4	(4)	(100.0%
Management Fees	\$67	\$67	(1)	(1.0%
Total Other EBITDA Adjustments	\$1,072	\$1,104	(\$32)	(2.9%
Adjusted EBITDA	\$2,576	\$2,232	\$344	15.4%
% of Net Sales	24.1%	20.4%		
Adjusted Bank EBITDA	\$2,576	\$2,232	\$344	15.4%

New SKUs	
Total Revenue	\$4,541,092
Total Volume (lbs)	1,080,158
ASP of New SKUs	\$4.20
# of New SKUs	279
Accretion/Dilution-Net	\$0.0267
Check	\$0.0267
# of New SKUs with Price Increases	212
% New SKUs with Price Increases	76%
# of New SKUs with Price Decreases	67
% New SKUs with Price Decreases	24%
Total New SKUs	279
# of New Accretive SKUs	212
% New SKUs with Price Increases	76%
# of New Dilutive SKUs	67
% New SKUs with Price Decreases	24%
Total New SKUs	279
# New Accretive SKUs with Price Increases	212
% with Total New SKUs	76.0%
# New Accretive SKUs with Price Decrease	0
% with Total New SKUs	0.0%
# New Dilutive SKUs with Price Increase	0
% with Total New SKUs	0.0%
# New Dilutive SKUs with Price Decrease	67
% with Total New SKUs	24.0%
Total New SKUs	279

	Jul 2023 -vs- J	ul 2022	
-		Product A	
Particulars	Volume	Price	Sales
Jul-23	908.9	\$5.33	\$4,841.8
Jul-22	941.8	\$5.23	\$4,927.7
Change	(32.9)	\$0.09	(\$85.8)
Variance	Change	Volume	Total
Rate Variance	\$0.09	908.9	\$86.3
	Change	Price	Total
Volume Variance	(32.9)	\$5.23	(\$172.1)
Total Variance	-	-	(\$85.8)



Modeling and Financial Analysis

Add on Acquisition Modeling for a Private Equity Firm

Request and Guidelines Provided

- Update a private equity firm's platform Leveraged Buyout (LBO) model and to consolidate a new add-on acquisition
- Focus on and analyze the covenant levels (FCCR, Leverage ratio, etc.) to ensure that the covenants are not breached in any given year
- The client shared the Letter of Intent (LOI) and data room access with the team

Methodology and Final Deliverable

- Built the pro forma Balance Sheet and Income Statement at close for the merged entity
- Allocated the purchase price as per the deal structure and kept in mind the leverage, equity raised, goodwill calculation, etc.
- Considered the new company's forecast numbers which drove the returns and checked the Ratio Analysis tab for any covenant-level breaches
- Return analysis for different scenarios pre and post-acquisition was performed

	Com	pany ABC Balance !				
		Historical	Period	Pr Pr	ojection Period	
	@ October 2020	Company MNO 2020	Oct-20	2020A	2021	
Cash and Cash Equivalents	56,758.6		\$3,175.4	54,116.6	\$5,471.6	
Accounts Receivable	3,863.5	666.4	4,529.9	4,174.5	6,147.6	
Net Prepaids & Other Current Assets	1,639.2	16.5	1,655.8	1,286.5	1,286.6	
Total Current Assets	\$12,261.3	(\$2,900.2)	\$9,361.1	\$9,577.6	\$12,905.8	
Property, Plant and Equipment, net	\$21,107.9	4,067.2	\$25,175.2	28,026.0	31,093.2	
Good will and Intangible Assets	\$46,553.2	12,630.7	59,183.9	52,855.2	46,799.7	
Other Long Term Assets	4,562.3	(346.5)	4,215.8	5,690.3	5,690.6	
Iotal Assets	584,484.8	\$13,451.2	\$97,936.0	596,549.1	596,489.3	
Nucuurits Payable	5786.0	-	786.0	1,456.6	1,393.6	
Accrued Expenses	5,655.6	(3,468.8)	2,186.8	2,792.8	2,792.9	
Total Current Liabilities	56,441.6	(53,468.8)	52,972.8	\$4,249.4	54,186.5	
Nevolving Credit Facility	825.0		825.0	1,200.0	2,500.0	
senior Loan	20,109.4	5,000.0	25,109.4	24,546.9	44,161.5	
KXK Debt	17,502.6		17,502.6	17,502.6		
Equipment Financing Loan	2,522.0		2,522.0	2,367.0	1,397.4	
Total Liabilities	548,900.6	\$1,651.2	\$50,551.8	\$51,365.9	\$54,183.3	
Paid in Capital	53,707.9	11,800.0	65,507.9	66,328.4	66,328.4	
Retained Earnings	(18,123.7)		(18,123.7)	(21,145.2)	(24,022.4)	
Total Shareholders' Equity	\$35,584.2	\$11,800.0	\$47,384.2	\$45,183.2	\$42,306.0	
Total Liabilities and Equity	\$84,484.8	\$13,451.2	\$97,936.0	\$96,549.1	\$96,489.3	
	Company MNC	Pro - Forma Incom		B. Burton	10 0	
	2019	TTM June -20	ARC TTM Sept	-20	a IS at Close	
Revenue		,				
Revenue	\$8,460.2	\$8,414.1	\$35	,516.6	\$43,930.7	
Total Revenue COGS	\$8,460.2	\$8,414.1	\$35,	516.6	\$43,930.7	
Employee Labor	\$2,716.5	\$2	784.5	\$7,526	6	\$10,311
Vehicle Costs	893.3		894.3	2,999		3,89
Disposal	445.5		550.2	914	k.1	1,46
Plant Maintenance & Repairs	1,478.2		,424.4	2,689		4,113
Total COGS	\$5,684.7		24.9	\$16,629.9		\$22,754.
Gross Profit	\$2,775.5		89.2	\$18,886.7		\$21,175.
Gross Profit % OpEx	32.8%	2	7.2%	53.29		48.2
Employee Labor Insurance Expense	252.1		206.9	\$5,603 966		\$5,603 1,17
Other	990.5		919.8	3,710		4.630
Total OpEx	\$1,242.5	\$1,1	26.7	\$10,280.1		\$11,406.
EBITDA	\$1,533.3	\$1,1	62.2	\$8,606.0	6	\$9,768.
Qo E/EBITDA Adjustments		. \$1	693.5	\$1,036.	5	\$1,730
Adj EBITDA	\$1.533.3	<u>\$1.8</u>	55.7	\$9,643,1	_	\$11,49
Adj. EBITDA %	18.1%		2.1%	27.29		26.2
Depreciation	\$1.034.5		034.5			\$1.034
Interest	409.4	V-1,	542.8			542

Developed a comprehensive LBO model that streamlined the acquisition modeling process for all add-ons

Modeling and Financial Analysis

Cohorts Analysis for SaaS Business Model

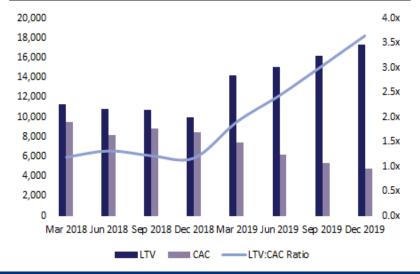
Request and Guidelines Provided

- Analyze a growth equity firm's historical performance of a SaaS company's business model
- Understand the investment potential of the company by analyzing quality of revenue, trends in customer concentration, customer acquisition costs, and the effectiveness of the marketing spend

Methodology and Final Deliverable

- Covered industry-specific metrics like Monthly Recurring Revenue (MRR) and Annual Recurring Revenue (ARR), Revenue and Customer Retention by Cohort, and Lifetime Value to Customer Acquisition Cost (LTV/CAC)
- Created an overview of how the company had managed to retain its customers and revenue
- Focused mainly on the performance of customer cohorts and the concentration within the customers

Customer	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	% of total
Customer 6	-	257,355	441,180	441,180	22.4%
Customer 10	-	-	35,483	425,790	21.6%
Customer 9	-	166,971	182,150	182,150	9.2%
Customer 8	-	280,583	306,090	153,045	7.8%
Customer 13	-	54,173	108,346	114,553	5.8%
Customer 1	300,833	294,566	215,630	110,438	5.6%
Customer 14	-	-	13,110	106,830	5.4%
Customer 17	-	-	-	59,375	3.0%
Customer 15	-	-	5,700	45,600	2.3%
Customer 41	-	-	-	44,513	2.3%
Top 10 Revenue	300,833	1,053,647	1,307,688	1,683,474	
% of Total	42.8%	57.9%	73.5%	85.3%	
Total Revenue	703,337	1,819,500	1,779,704	1,972,611	
Growth		158.7%	(2.2%)	10.8%	



Providing a historical performance analysis of a SaaS company for a growth equity firm

Valuation and Portfolio Management Public Comparables

Request and Guidelines Provided

Analyze trading multiples of portfolio company's peer group to arrive at a basis for valuation

Methodology and Final Deliverable

- Screened a broad list of public companies on the basis of business operations, revenue streams, and company size to look for pure-play peers to arrive at the multiple for valuing the target company
- Created 10-year cyclical charts for comp set in comparison to the broader market indexes to highlight the historical multiple's trend

(All figures in millions, except per share data)					Valuation					
Company Name	FY0 P/Sales Multiple	FY1 P/Sales Multiple	FY0 EV/EBITDA Multiple	FY1 EV/EBITDA Multiple	FY0 Adjusted P/E Multiple	FY0 P/E Multiple	FY1 P/E Multiple	FY0 EV/FCF Multiple	FY1 EV/FCF Multiple	FY0 Dividend Yield
	Unadjusted	Unadjusted	Unadjusted	Unadjusted		Unadjusted	Unadjusted	Unadjusted	Unadjusted	Unadjusted
Tolescop	2000000									
Rolly Storils Hemational Inc.	4.29x	3.95x	12.0x	11.2x	24.7x	20.5x	15.2x	NM	20.1x	5.6%
Altria Group Inc	4.26x	5.55x	12.1x	12.4x	11.9x	10.7x	14.0x	NM	15.5x	4.9%
British American Tolkeson PLC	3.88x	3.19x	15.6x	11.1x	3.3x	2.1x	11.6x	5.1x	17.4x	3.7%
Japan Totacios Ing	2.61x	2.59x	8.7x	8.7x	15.7x	14.5x	14.4x	38.9x	20.0x	4.4%
TC UM	6.70x	6.65x	18.5x	16.6x	27.0x	28.4x	25.6x	NA	31.0x	2.0%
reported Branda PLC	0.85x	3.00x	9.2x	9.5x	26.6x	18.2x	10.3x	37.0x	17.1x	6.6%
Hargaya Handale Sampowing Tall PT	4.03x	3.77x	23.0x	21.9x	30.7x	31.5x	30.0x	NM	29.8x	3.1%
Sustany Serven Ten PT	1.56x	1.41x	11.0x	10.4x	19.1x	16.8x	15.3x	NM	NM	3.8%
Reliable Tobacco Company LND	12.30x	NA	38.2x	NA	NM NM	NM	NA	NM	NA	1.4%
British American Tobacco Hallyman Brid	3.43x	3.38x	16.0x	16.3x	21.7x	20.9x	21.3x	NM	20.5x	4.5%
British American Tobacco Bengledesh Co UM	3.99x	4.03x	11.6x	10.6x	26.7x	26.5x	24.8x	NM	NM	1.7%
Pring Storing (Periodect CAS)	12.46x	NA	NM	NA	NM.	NM	NA	NM	NA	0.5%
Sastern Co SAE	4.53x	3.59x	18.8x	7.7x	22.9x	26.9x	11.9x	NM	35.8x	6.2%
Serior remanded in waters for PT	0.60x	NA	NM	NA	NM	NM	NA	NM	NA	N/
Depler Toleanor Company R.C.	6.63x	6.21x	8.3x	7.8x	13.2x	14.4x	13.4x	NM	13.0x	6.4%
A Specific estiment Company PLC	6.01x	NA	17.5x	NA	22.4x	20.8x	NA	NM	NA	0.0%
Dodfrey Prolips Hole: USF	1.34x	NA	14.3x	NA	23.2x	24.3x	NA	NA	NA	1.1%
British American Tolonous Harryw LM	3.32x	3.08x	10.0x	9.9x	19.5x	18.6x	16.3x	NM	16.7x	4.2%
Seconda Cigarette Co COS	6.08x	NA	21.8x	NA	36.9x	37.5x	NA	NM	NA	2.4%
Miles American Tribucco (specific	21.43x	NA	NM	22.7x	NM	NM	NA.	NA	NA	N/
British American Tolonous Delications (Hollings) (M.	14.07x	13.09x	28.3x	26.2x	46.9x	48.9x	40.0x	NM	36.5x	2.0%
Carronne (10)	3.93x	NA	10.2x	NA	13.5x	14.1x	NA	NM	NA	N/
Average	5.83x	4.54x	16.1x	13.5x	22.6x	22.0x	18.9x	27.0x	22.8x	3.4%
Median	4.14x	3.68x	14.3x	11.1x	22.7x	20.6x	15.3x	37.0x	20.0x	3.7%
High	21.43x	13.09x	38.2x	26.2x	46.9x	48.9x	40.0x	38.9x	36.5x	6.6%
Low	0.60x	1.41x	8.3x	7.7x	3.3x	2.1x	10.3x	5.1x	13.0x	0.0%

Bloomberg Pull - Trading Comparable												
All figures in USD million												
Mn												
Max	10.00k	10.00x	20.00x	50.00x	50.00x	50.00x	50.00x	50.00x	50.00x	30.00x	30.00x	30.00x
	E	V/Revenu	e		EV/EBITO/	k .		EV/EBT			P/E	
Company	LTM	2018E	2019E	LTM	2018E	2019E	LTM	2018E	2019E	LTM	2018E	2019E
Ansangoning	4.62x	4.09x	3.36x	45.6x	29.9x	22.7x	NM	NM	NM	NM	NM	NM
Applicance	3.65x	3.49x	3.36x	11.9x	11.4x	10.9x	13.7x	13.1x	12.7x	20.2x	18.2x	16.0x
Samuragillactionism for tall	0.94x	0.92x	0.89x	2.7x	25x	2.5x	3.9x	3.5x	3.5x	7.0x	6.5x	6.4x
Sequent relatings (at	NM	9.38x	7.05x	24.6x	25.0x	20.0x	31.9x	30.3x	23.7x	NM	NM	NM
Attribut Group Helding St.	NM	8.50x	5.98x	39.8x	24.0x	18.0x	NM	40.2x	28.4x	8.3x	4.7x	3.7x
Glasclandh-Brox R.C.	3.42x	3.39x	3.3 lx	15.4x	10.1x	10.0x	23.3x	12.3x	12.2x	16.3x	14.4x	13.8x
Vederfore Group PLC	1.69x	1.71x	1.70x	5.4x	5.5x	5.3x	18.3x	16.7x	15.4x	18.5x	15.5x	14.2x
Personal Step	0.46x	0.45x	0.43x	5.5x	5.2x	4.7x	9.7x	9.0x	7.9x	15.8x	13.0x	11.3c
Milit Telematics Util	2.98x	2.89x	2.67x	11.3x	10.4x	8.9x	21.9x	21.1x	17.2x	NM	27.9x	22.9x
Drifts Corp (at) Strebellum	4.34x	4.06x	3.73x	NA.	16.9x	15.6x	23.7x	21.5x	19.5x	29.8x	27.9x	25.3x
Low	0.464	0.45x	0.43x	2.7x	2.5x	2.5x	3.9x	3.5x	3.5x	7.0x	4.7x	3.7x
Average	2.76x	3.29x	3.25x	18.0x	14.1x	11.8x	183x	18.6x	15.6x	16.6x	16.0x	14.20
Medan	3.20x	3.44x	333x	11.9x	10.9x	105x	20.1x	16.7x	15.4x	16.3x	15.0x	14.0x
Max	4.624	938	7.05x	45.6x	29.9x	22.7x	31.9x	40.2x	28.4x	29.84	27.9x	25.3x

Identified and spread a relevant set of comparables considering specific factors to arrive at the valuation multiple of the target company

Valuation and Portfolio Management Monthly Board Presentation

Request and Guidelines Provided

- Conducted various financial analyses for a private equity firm's monthly board presentation
- Required the client to share an update on the company's financial performance during the board meeting

Methodology and Final Deliverable

- Understood the company to correlate different line items and preparing relevant analyses
- Automated templates that could be updated easily using the raw data provided by the client
- Conducted various financial analyses over varying periods such as Month over Month,
 Year over Year, Year to Date, and Last Twelve Months
- Prepared a budget for the entire year and created a forecast based on the half-yearly performance of the company

(\$000s)		ACTUAL		ACTUAL	Varia	nce (\$000s)		
Fiscal Years Ended December		Jul-21		Jul-20			(%)	
Net Sales								- 1
Product line A			\$3,029	\$2,259		\$769		34.1%
Product line B			3,356	2,175		1,181		54.3%
Product line C			502	614	(112)	(18.3%)		- 1
Product line D			426	753	(327)	(43.4%)		40.00/
Product line E Product line F			84	74	(255)	10		13.2%
Product line F Other - Net Sales		(1)	190 (4)	446	(256)	(57.4%) NM		
Total Net Sales			\$7,587	\$6,318		\$1,268		20.1%
Cost of Goods Sold								- 1
COGS - Material								- 1
Purchases			\$2,055	\$1,592		\$464		29.1%
FMV Inventory Adjustments			-	-	-	NA		- 1
	Material Inventory Taken Out (Put In)		442	739		(297)		40.2%
Total COGS - Material			\$2,497	\$2,331		166		7.1%
COGS - Labor			\$737	\$547		190		34.8%
COGS - Repair & Maintenance			\$168	\$274	(106)	(38.8%)		- 1
COGS - Overhead			\$1,505	\$1,185		320		27.0%
	Overhead Inventory Taken Out (Put In)		\$501	\$500		1		0.3%
Total Cost of Goods Sold			\$5,409	\$4,837		\$572		11.8%
Gross Profit			\$2,178	\$1,481		\$696		47.0%
% of Net Sales			28.7%	23.4%				- 1
Operating Expenses								- 1
Salaries & Bonuses			\$403	\$314		\$89		28.4%
Commissions			43	47	(4)	(7.7%)		
Other Operating Expenses			795	736		59		8.0%
Total Operating Expenses			\$1,241	\$1,096		\$144		13.2%
Adjusted Operating Income			\$937	\$385		\$552	143.3%	
Other Income			\$18	\$13		\$5		36.3%
Other EBITDA Adjustments								
Depreciation & Amortization			\$851	\$825		\$26		3.2%
Extraordinary Expense			\$5	\$83	(78)	(93.8%)		
Stock Compensation			-			NA.		- 1
Taxes				\$13	(13)	(100.0%)		- 1
Bank Charges Management Fees			\$4 \$80	\$13 \$73	(9)	(70.4%) 7		9.8%
Total Other EBITDA Adjustments			\$940	\$1,008	(\$68)	(6.7%)		,
Adjusted EBITDA		\$1,895		\$1,406		\$489		34.8%
% of Net Sales		25.0%		22.3%				
Adjusted Bank EBITDA	·		\$1,895	\$1,406		\$489		34.8%

	July 2021-vs- July 2020										
	F	Productline A									
Particulars	Volume	Price	Sales								
Jul-21	700.0	\$4.33	\$3,028.8								
Jul-20	502.1	\$4.50	\$2,259.3								
Change	197.9	(\$0.17)	\$769.5								
Variance	Change	Volume	Total								
Rate Variance	(\$0.17)	700.0	(\$121.1)								
	Change	Price	Total								
Volume Variance	197.9	\$4.50	\$890.6								
Total Variance			\$769.5								

	July 2021-vs	July2020			
	С	ost - TotalP1Q			
Particulars	Volume	Price	Purchases		
Jul-21	247	\$2.02	\$499		
Jul-20	242	\$1.75	\$424		
Change	5	\$0.27	\$75		
Variance	Change	Volume	Total		
RateVariance	\$0.27	247	\$67		
	Change	Price	Total		
Volume Varian	ice 5	\$1.75	\$8		
TotalVariance			\$75		

Built a template for monthly board meetings which was easy to update and track metrics in a single file

Peer Valuation Template

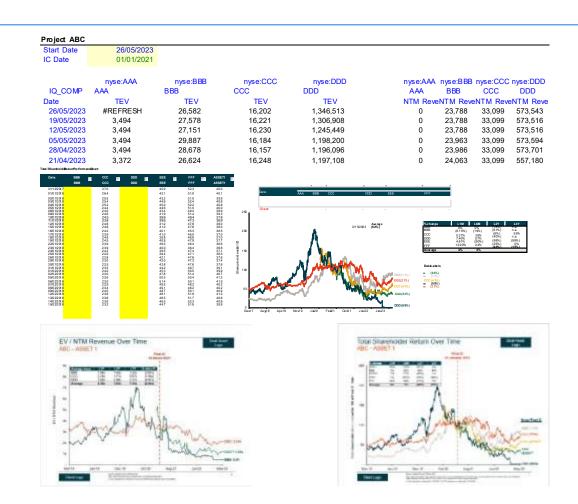
Identifying Prospective Investors for Fundraising

Request and Guidelines Provided

- To track the Post-Covid valuation of their portfolio companies in comparison to their peers
- The Client provided the TresVista team with the list of publicly traded peers for each portfolio company to create a valuation analysis for each portfolio company
- Prepare peer valuation template of all the deals done from the clients' UK office
- Pull Total Shareholder Return, TEV, EBITDA (LTM & NTM), NTM Revenue, Market Indices, Publicly Traded Bond Rate and Fx rates for all the publicly traded peer comparable companies

Methodology and Final Deliverable

- The final deliverable included an Excel file and a PPT deck. Valuation metrics and Market related data were taken from FactSet and Cap IQ
- The charts' analysis tables along with the smoothened valuation multiples were displayed on an output sheet and the PPT deck was updated with the new data obtained from the excel analysis
- We also created a streamlined easy to use template helping the client's team to navigate through all the calculation in the excel, also saving them a lot of time while updating or reviewing them
- Provided additional detail on events when there is a significant movement in the valuation over the last month by citing them in the footnotes



Created a template that tracks the client's portfolio's performance in comparison to their peers on a periodic basis

Revenue and Volume Analysis

Roofing Products Manufacturing

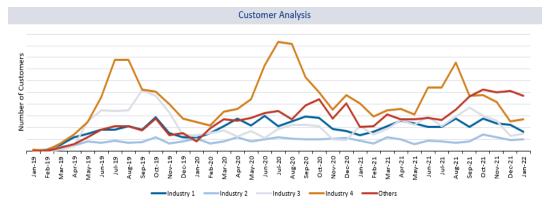
Request and Guidelines Provided

- To perform a set of analyses that could help client in understanding why one of the client's portfolio company's sales volume were falling over past few years
- To examine the financials of a potential add-on acquisition for the portfolio company

Methodology and Final Deliverable

- Provided revenue and volume by product and channel analysis
- Analyzed customer churn and retention through which we observed that while the company is successfully retaining its client base, it is struggling to find new customers
- Conducted a geographical analysis showing which regions are contributing the most to the downfall
- Conducted a deeper customer analysis focusing on key industries from where there is a trend of decline in the number of customers





Assisted in creating a detailed analysis to understand the fall in sales volume and evaluating a potential add-on acquisition



Investor Relations: Investor Reporting and Due Diligence

Investor Relations

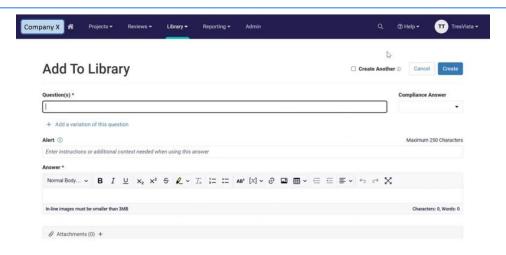
Due Diligence Questionnaire (DDQ) Process

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 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

Value Creation

- class husiness processes and systems
- Investing in R&D and innovation; and
- and build, with two transformational add-on acquisitions already completed since PE's investment for a combined EV of c. \$XXbn, requiring no incrementa



- 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 rec 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 Enterprise Value ('EV') exceeding \$XXbn, requiring no incremental Fund N equity
- EV of \$XXm (XXx Jun-XX EBITDA post-synergies). The existing family owners re-invested at an attractive premium to Fund N Company Is a high-growth business with strong and complementary positioning to Company A in Hygiene and Consumer markets. Splitalisations across Europe, allowing the reopening of major European economies, which has particularly benefitted The company was acquired for an EV of \$XXm (XXx FYXX EBITDA PF synergles). The founder re-invested into Company A at an attractive
- On a standalone organic basis, Company A's revenues increased by XXX and EBITDA was in line with prior year. Pro forma for acquisitions, and set to strengthen during H2-XX. There are also early signs of a recovery of travel and tourism activity, which should revenues increased c. XXXs vs prior year and EBITDA increased c. XXXs, 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,
- 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 XXXX, respectively, in XXXX and XXX % And XX Chief Technology Officer, new business unit leaders and several other high caliber executive appointments
- In terms of PE and management's focus areas, the carve-out from XYZ is progressing well and the business is building standalone functions to be fully independent. Alongside executing the curve-out, P.E. is working with management to implement to the Value Creation Flan.

 recidimpact of the pandemic on these economics in XXXX.

 supported by PE's Portfolio Exam, to implement commercial, operational and ESG best practices, including investment in R&D and record of the pandemic on these economics in XXXX. 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	LTM Jun-XX	LTM Jun-XX	LTM % growth	:			
Revenue	XX.X	XX.X	XX.X	XX.X	XX.X	٠	Operational improvement	t	
EBITDA	XX.X	XX.X	XX.X	XX.X	XX.X		Commercial excellence		
EBITDA margin	XX.X%	XX.X%	XX.X%	XX.X%	N/A			1	
Net debt (at completion: \$2,705m)	N/A	XX.X	N/A	XX.X	XX.X			r	
Net debt/leverageable EBITDA (at completion: 6.2x)	N/A	XX.Xx	N/A	XX.Xx				1	

- Presidence are shown for ourman or acquaintens.

 PDOX represents the first reporting period for Company A on a standalone basis, post carve-out from XYZ Group AG. Prior periods reflect.

 Net debt at 31-Dec XX includes the releveraging impact of the Company Y and Company Z acquisitions.

After 31-Dec-XX: 99%

lun-XX: XX.Xx EBITDA Mar-XX: XX.Xx EBITDA	Methodology: Based on comparable listed companies and precedent transactions, with a discount applied
t Repayment	Covenant Headroom
ough 31-Doc VV: 19/	Cou-lite (4)

und N was on pace at c. XX% committed to investments, and well positioned to continue to selectively pursue high qualit apportunities. Against a backdrop of record private equity investment activity (with total deal value of \$ XX bn during H1 ed robust valuation environment, PE has continued to exercise discipline while successfully navigating the evolving 1 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.

straction during XXXX, the European economy is expected to rebound faster than previously anticipated. European Company Y is a leading provider of biocides for Paints & Coatings that is highly synergistic with Company A, acquired bilaterally for an edged 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 ses. Growing consumer and business confidence, as well as increased mobility trends, suggest a rebound in consumption 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 unced impact of the pandemic on these economies in XXXX.

> ed to achieve growth of XX % in XXXX and XX % in XXXX(1). The US rebounded particularly strongly during H1-XX, with c growth supported by the unprecedented measures implemented through the XXXX CARES Act and the Biden nark \$ 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 ha he 7,000 level, with year-to-date gains of more than 7% offsetting most of the losses experienced in XXXX.

omentum 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 revised downward for some emerging economies (where vaccination rates remain low) and projections for many advanced the UK, Euro Area, and US) progressively revised upwards. There is also increasing potential for inflation to exceed central ets. 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

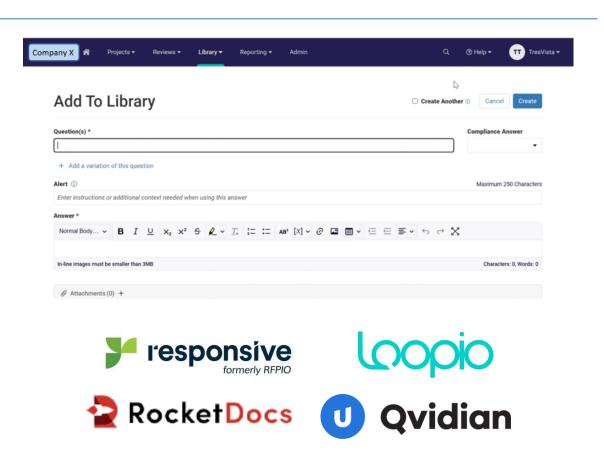
Investor Reporting and Due Diligence RFP Software Support

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



Prepared a repository of DDQs and streamlined the due diligence process

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

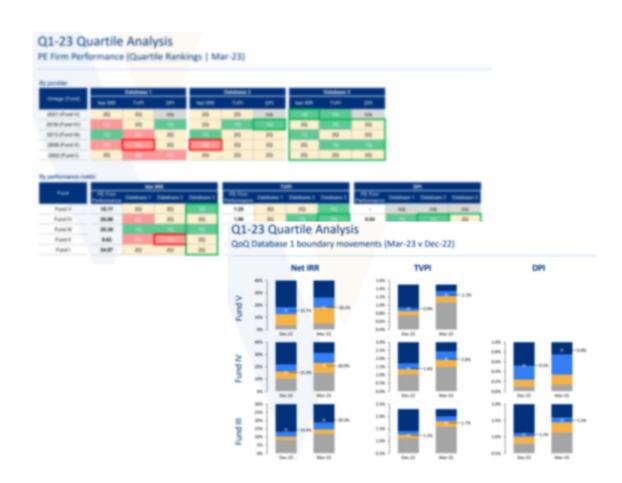
Investor Reporting and Due Diligence Quartile Analysis

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

Investor Relations

Pitch Decks for LPs

Request and Guidelines Provided

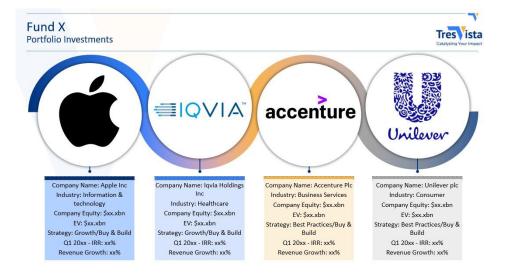
Client requested to create and update Pitch deck for LPs

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

Fundraising

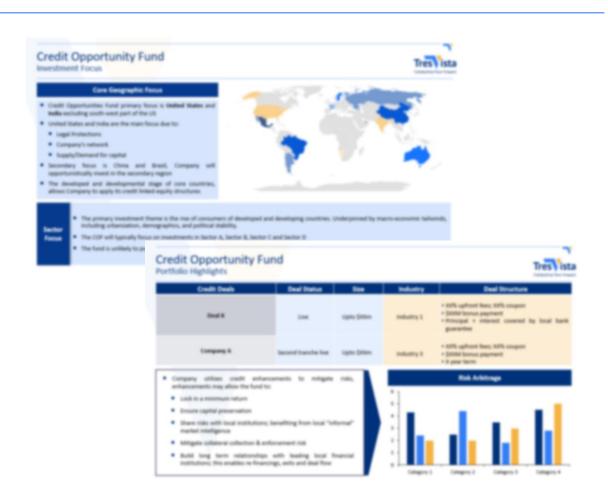
Information Memorandum

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

Investor Relations

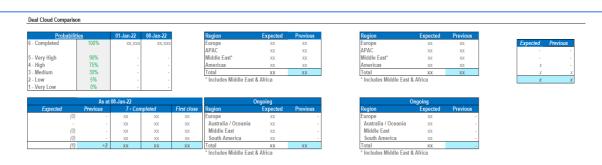
CRM: Weekly Tracker for Fundraise

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



Investor Details As at 08-Jan-22					As at 01-J	an-22		2001						s at 08-Jan-22					
E7 F8 Ranges				115 00 01 0									Delta - 1-Jan-22	Delta - E	zist.				
Investor Name	Geography	Alloc.	Low	Prob	Prob %	Expected	Previous	F8 Close	Prob	Prob %	Expected	Previous	F8 Close	Prob	F8 Close Prob	F8	Previous	Exist.	Exist.
Investor 1	North America	53	22 2	5 - Very Hig	h 11%	88	23	1 - First close	6 - Complete	1 88%	11	12	1 - First close	upgrade			+2		+2
Investor 2	North America			1 - Very Lov		100	100		1 - Very Low	20%	12	120				2			
Investor 3	Middle East		500 10	1 - Very Lov	110%	505	308	3 - Final close	1 - Very Low	88%	32	120	3 - Third Close			2			
Investor 4	Middle East		22 2	1 - Very Los	120%	935	22	3 - Final close	1 - Very Low	23%	32	12	3 - Third Close			2			
Investor 5	North America			1 - Very Lov		100	100		1 - Very Low	88%	111	120				10			
Investor 6	South America		52 2	1 - Very Lov	12%	505	303		1 - Very Low	23%	32	12				2			
Investor 7	South America			1 - Very Lov		100	100	2 - Second Close	1 - Very Low	20%	12	120			F8 close downgrade	2			
Investor 8	South America		20 0	1 - Very Lov	110%	100	108	2 - Second Close	1 - Very Low	88%	111	12			F8 close downgrade	2			
Investor 9	South America		22 2	1 - Very Lov	110%	505	308		1 - Very Low	88%	32	12				2			
Investor 10	South America		100 10	1 - Very Lov	1104	101	101		1 - Very Low	100%	32	120				20			
Investor 11	South America		22 2	1 - Very Los	120%	500	328	2 - Second Close	1 - Very Low	23%	32	12			F8 close downgrade	2			
Investor 12	Middle East		100 10	1 - Very Lov	110%	101	108	3 - Final close	1 - Very Low	88%	32	12	3 - Third Close			20			
Investor 13	South America		100 10	1 - Very Lov	110%	101	101	0 - Undetermined	1 - Very Low	88%	111	12			F8 close downgrade	2			
Investor 14	South America		22 2	1 - Very Los	110%	505	308		1 - Very Low	23%	12	12				2			
Investor 15	North America	13	100 10	5 - Very Hig	h 1104	101	101	3 - Final close	5 - Very High	100%	32	120	3 - Third Close						
Investor 16	Europe		22 2	2 - Low	120%	535	23	3 - Final close	2 - Low	23%	32	12	3 - Third Close						
Investor 17	South America		100 10	5 - Very Hig	h 1104	100	100	2 - Second Close	5 - Very High	88%	12	12	3 - Third Close		F8 close downgrade	2			
Investor 18	North America	2	100 10	5 - Very Hig	h 1104	101	101	2 - Second Close	5 - Very High	88%	111	12	3 - Third Close		F8 close downgrade	2			
Investor 19	Europe		22 2	2 - Low	110%	505	308		2 - Low	23%	32	12	3 - Third Close		F8 close upgrade	2			
Investor 20	Asia		100 10	4 - High	1104	101	101	3 - Final close	4 - High	100%	32	120	3 - Third Close			20			
Investor 21	North America		22 2	3 - Mediun	1254	500	328	3 - Final close	3 - Medium	23%	32	12	3 - Third Close			2			
Investor 22	North America		100 10	2 - Low	110%	101	108	3 - Final close	1 - Very Low	88%	32	12		downgrade	F8 close downgrade	20			
Investor 23	Europe	10	100 10	4 - High	1104	101	101	3 - Final close	4 - High	88%	111	12	3 - Third Close			2			
Investor 24	North America		22 2	2 - Low	110%	505	303		2 - Low	88%	32	12				2			
Investor 25	North America		100 10	1 - Very Lov	1104	101	101		1 - Very Low	100%	32	120							
Investor 26	North America		22 2	1 - Very Los	120%	500	328		1 - Very Low	23%	32	12							
Investor 27	North America		100 10	1 - Very Lov	110%	101	108		1 - Very Low	88%	32	12							
Investor 28	Asia		100 10	5 - Very Hig	h 1104	101	101	2 - Second Close	5 - Very High	88%	111	12	3 - Third Close		F8 close downgrade				
Investor 29	Europe	20	22 2	5 - Very Hig	h 110%	505	308	2 - Second Close	5 - Very High	23%	32	12	3 - Third Close		F8 close downgrade				
Investor 30	Europe		100 10	5 - Very Hig	h 1104	101	101	2 - Second Close	5 - Very High	100%	32	120	3 - Third Close		F8 close downgrade				
Investor 31	South America		22 2	5 - Very Hig	h 12%	535	23	1 - First close	5 - Very High	23%	32	12	1 - First close						
Investor 32	Africa		100 10	3 - Mediun	1104	100	100		3 - Medium	88%	12	120	3 - Third Close		F8 close upgrade				
Investor 33	South America	7	100 10	5 - Very Hig	h 1104	101	101	1 - First close	5 - Very High	88%	111	12	1 - First close						
Investor 34	South America			5 - Very Hig		100	308	1 - First close	5 - Very High	88%	12	12	1-First close	1					
Investor 35	North America		100 10	3 - Mediun	1104	100	100	0 - Undetermined	3 - Medium	100%	11	100	3 - Third Close	ll .	F8 close upgrade				
Investor 36	South America		22 2	5 - Very Hig	h 12%	22	22	1 - First close	5 - Very High	23%	12	12	1-First close	ll .	,				
Investor 37	South America			5 - Very Hig		100	100	1 - First close	5 - Very High	88%	12	120	1 - First close	1					
Investor 38	Asia			2 - Low	1104	100	100	3 - Final close	2-Lov	88%	111	12	3 - Third Close	ll .					
Investor 39	Middle East	4	22 2	2 - Low	110%	100	308	3 - Final close	2 - Low	88%	12	12	3 - Third Close	1					
Investor 40	Europe		100 10	6 - Complet	20st bs	100	100	1 - First close	6 - Complete	1 10%	12	120	1 - First close	11					



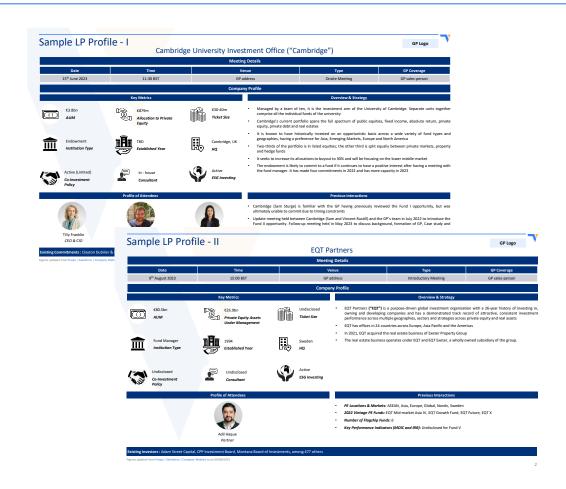
Prospecting LP Profile

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

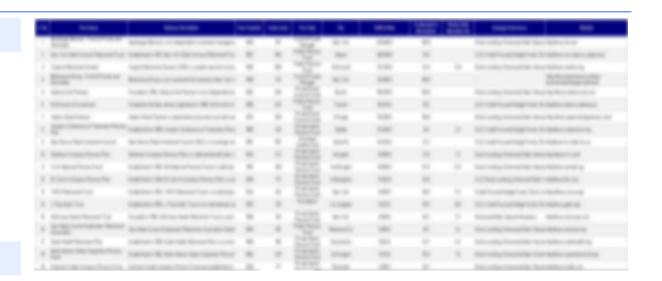
Prospecting Identifying Potential Investors

Request and Guidelines Provided

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



- 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



- 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

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

Business Development Support: Fundraising and Investor Relations

Case Studies – CRM Implementation

CRM Implementation

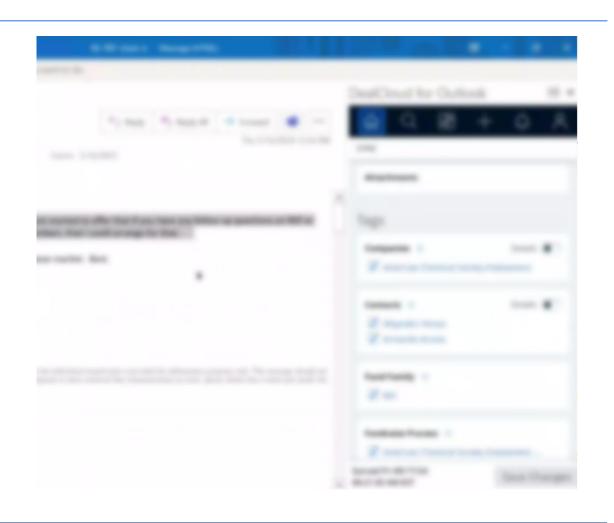
Updating Email Interactions

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 US-based 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 Pregin, 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	✓¹ 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

Data Intelligence Group (DIG) Case Studies

Data Engineering & Advanced Analytics Case Studies

Data Engineering

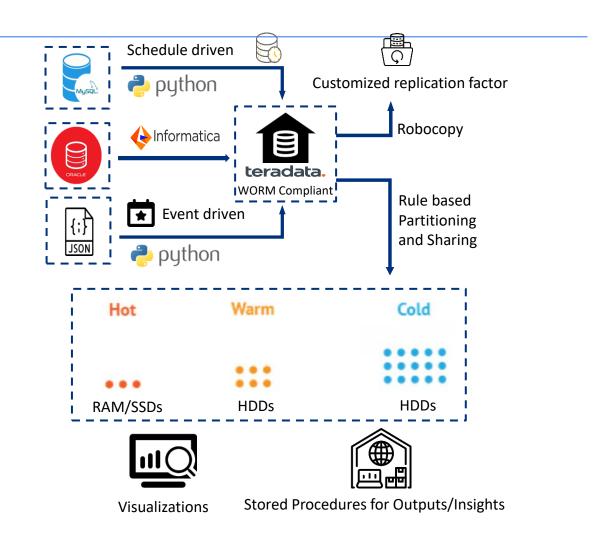
Multiple Data Sources to Teradata

Request and Guidelines Provided

- Client: Private Equity Firm
- Currently, the data is spread across multiple databases depending on their portfolio company and geographic regions, with no single consolidated source to monitor real estate transactions globally
- Consolidate the data across multiple databases enabling in-house BI and Analytics
 - The datawarehouse solution should be WORM compliant
 - Create a pipeline for data backup and storage, optimized as per nature of data
 - Data to be available for analytics services and programming

Methodology and Final Deliverable

- Client: Private Equity Firm
- ETL pipelines were setup using python and Informatica to extract data from multiple sources (MySQL, Oracle, JSON files) and load in Teradata (Datawarehouse)
 - Data from MySQL is transferred to Teradata on a monthly basis, the database only stores last 6 months of data
 - Data from Oracle is transferred to Teradata when more than 80% of storage is exceeded, the transfer block size is 5 GB
 - Data storage was WORM compliant; partitions were created to make best use of resources and appropriate replication and backups were done with Robocopy
- The data warehouse and data marts were further utilized by the BI and analytics team to generate insights that can be used for better business decisions



Tools/Technology used: Teradata, SQL, Python, Informatica, Robocopy

Customized Analytics

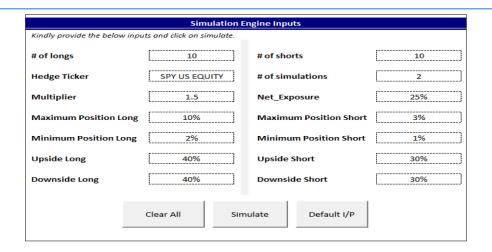
Portfolio Simulation Model

Request and Guidelines Provided

- Build a portfolio simulation model based on sample data and user-defined inputs for standard parameters
- Evaluate the volatility, identify and highlight the portfolio profile based on hit rates and net exposure
- Develop a simple GUI for non-technical users to use the model effectively

Methodology and Final Deliverable

- Sourcing: Daily level ticker data for 750 securities and 5 hedge indices was shared by client as parquet file
- Storage: Data was consolidated and stored in SQLite database
- Governance: Data quality checks were performed to identify outliers and data purging was standardized and automated
- Engineering: Built data pipelines to connect Excel-GUI having user inputs and SQLite database with R programming to run the simulation
- Analysis & Reporting: Randomized simulation of the portfolio was executed in R using parallel processing to run millions of simulation and identify ideal portfolio



Iteration	LHR_200	7:LHR_200	8 LHR_2009	LHR_2010	LHR_2011	LHR_2012	LHR_2013	LHR_2014	LHR_2015	LHR_2016	LHR_2017	SHR_2007	SHR_2008	SHR_2009	SHR_2010	SHR_2011 S	HR_2012 S	HR_2013	SHR_2014
1	50	% 339	6 40%	35%		25%	42%		42%	75%	37%	76%	72%	57%	57%	62%	50%	43%	71%
2	38	% 22	6 50%	55%	20%	32%	40%	32%	44%	50%	21%	66%	62%	45%	53%	73%	73%	34%	53%
3	30	% 269	6 50%	35%	37%	37%	45%	20%	33%	65%	37%	70%	57%	40%	50%	69%	68%	32%	66%
4	37					33%	85%		20%	60%	35%	75%	67%	29%	37%	69%	47%	48%	83%
5	35	% 509	68%	47%	22%	47%	78%	25%	35%	44%	24%	73%	59%	57%	47%	59%	59%	43%	57%
6	22	% 559		70%	24%	70%	61%	37%	40%	55%	35%	77%	57%	50%	53%	60%	50%	43%	66%
7	32		6 45%	56%		16%	63%	26%	47%	67%	37%	86%	59%	37%	31%	69%	55%	45%	71%
8		% 399			42%	40%	42%		44%	44%	68%	86%	64%	30%	46%	44%	57%	39%	
9	28		6 42%		35%	40%	55%		37%	72%	17%	77%	59%	50%	48%	69%	59%	45%	86%
10			61%			35%	44%	26%	31%	39%	50%	66%	57%	37%	52%	57%	68%	32%	73%
11	21	% 409	6 50%	40%	25%	32%	45%	21%	35%	50%	42%	68%	57%	17%	58%	64%	67%	46%	70%
12				·	÷	47%	65%		30%	25%	42%	70%	62%	39%	43%	68%	71%	41%	
13	21	% 509	6 58%	76%	15%	35%	71%	39%	26%	47%	20%	79%	80%	33%	53%	70%	53%	33%	72%
14				¢	ļ	30%		ļ				69%		50%	61%	62%	41%	30%	
15	40	% 509	6 47%			40%	60%	42%	21%	68%	40%	64%	57%	55%	38%	57%:	59%	43%	72%
16				¢	ţ	42%	63%		40%			66%	62%	41%				53%	
17	·			¢	ļ		68%	42%	45%	63%	56%	63%	67%	48%	45%	70%	64%	23%	70%
18	÷			·	<u> </u>	50%	42%	ļ	59%	61%	11%	81%		55%	53%	71%	59%	39%	75%
19	·			¢	÷			·							38%		63%	56%	
20	·			¢		58%	50%	·						24%	59%		72%	50%	
21				·	ļ	22%	65%	ļ	40%	76%	50%	70%		34%	57%		61%	54%	
22	·		·	¢	÷		65%	ļ						27%	55%		53%	41%	
23	·			¢		20%		¢	47%						33%		59%	37%	
24			·	·	ļ	26%		ļ	30%	61%				50%	48%	59%	67%:	48%	52%
25	·		·	·		30%		ļ			20%			53%	57%	69%	60%	45%	70%
26	·			6	(58%		¢							66%		48%	aCl34%	
27	39	%; 359	6 58%	33%	22%	37%	58%	26%	35%	65%	15%	75%	48%	37%	43%	66%	52%	30%	57%

User-friendly GUI performed randomized backtesting based on custom user input and trading algorithms

Portfolio Analytics

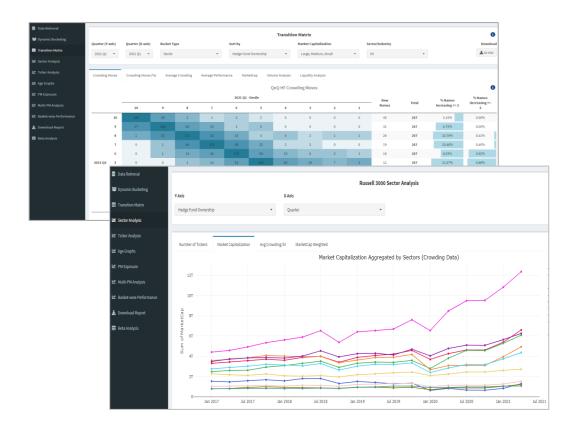
Competitor Benchmarking

Request and Guidelines Provided

- Create a web-based application that can:
 - Leverage company wide as well as alternative datasets to track portfolio performance, risk, exposure, and liquidity
 - Visualize trends, KPIs and metrics pertaining to the investment strategies
 - Generate periodic fund level performance reports and provide individual access and views to different users

Methodology and Final Deliverable

- Using R, the large transaction data files were quickly read and processed for the analysis
- Created a dashboard in Qlik Sense, performed price-volume analysis for the transaction data uncovering a few actionable insights
- The task time for price-volume analysis reduced from a day to less than half-hour using R



Designed an interactive R Shiny web application for performing portfolio analytics and competitor benchmarking



Business Intelligence

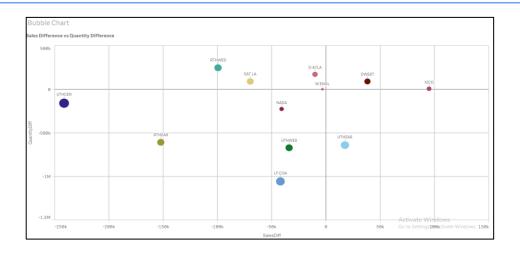
KPI Dashboard

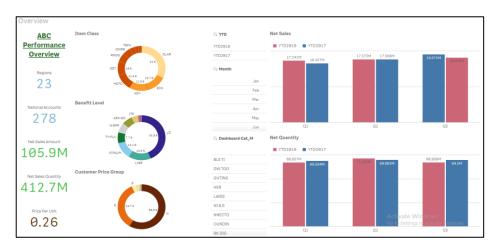
Request and Guidelines Provided

- Client: Portfolio company of a private equity client
- Conduct price-volume analysis on a substantial transaction data file to gauge the impact on sales
- Simplify the data drill-down through interactive KPI dashboards/reports

Methodology and Final Deliverable

- Using R, the large transaction data files were quickly read and processed for the analysis
- Created a dashboard in Qlik Sense, performed price-volume analysis for the transaction data uncovering a few actionable insights
- The task time for price-volume analysis reduced from a day to less than half-hour using R





Designed an interactive R Shiny web application for performing portfolio analytics and competitor benchmarking

Dashboarding

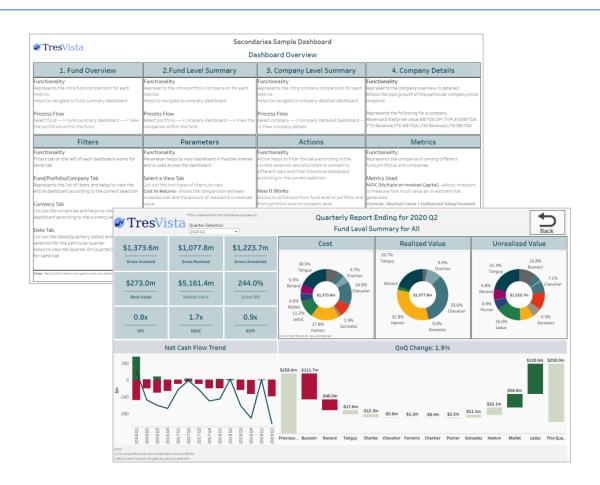
Secondaries

Request and Guidelines Provided

- Onboard multiple financial databases (like CapIQ, Burgiss, Preqin etc.) leveraging their
 APIs and build data pipelines for further analysis
- Create dashboards that cover the complete Private Equity lifecycle
 - Deal Sourcing -> Due Diligence -> Portfolio Management
- Develop python-based waterfall models and deploy them on the cloud to be used across dashboards

Methodology and Final Deliverable

- Sourcing: Various financial databases such as CapIQ, Preqin, etc. and internal CRM systems like All-view, Deal Cloud were accessed through APIs
- Storage: A fully functional data warehouse was designed & developed on Google Big Query
- **Governance:** Processes and pipelines were created to ensure that data quality, relevant access controls were deployed, and MDM and metadata management were followed
- Engineering: Built python-based models and pipelines which were deployed using Google Cloud Functions; created Custom SQL queries to be leveraged by dashboards
- Analysis and Reporting: Developed Tableau dashboards that cover various aspects of capital management, asset management, portfolio management, and other domains



Designed an interactive R Shiny web application for performing portfolio analytics and competitor benchmarking



Report Automation

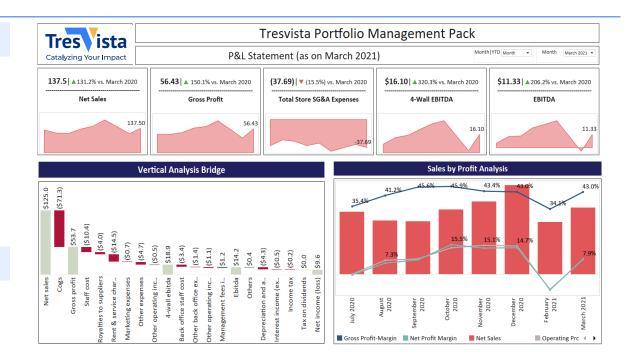
Private Equity Firm

Request and Guidelines Provided

- Design dashboards to track and analyze financial statements which automatically updates every month
- Present information using interactive charts that can be deciphered easily to generate actionable insights
- Convert much more granular data from the portfolio companies into business intelligence

Methodology and Final Deliverable

- Designed and developed a process to update the operating model and the financial statements dashboard monthly
- Performed slice and dice of the granular data to provide a 360-degree view of the business health
- The BI solution improved the existing accuracy and efficiency along with adding more value through additional analyses



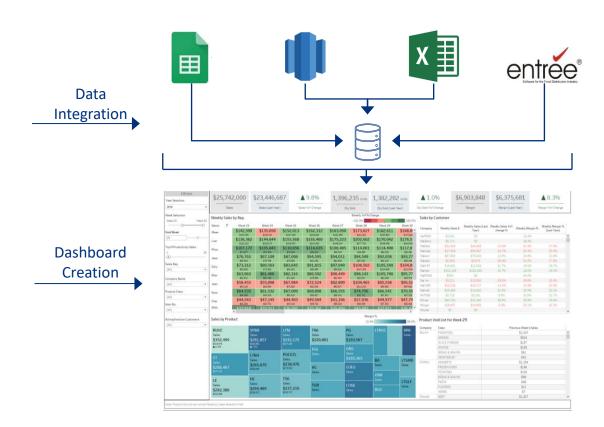
Management Dashboard Portfolio Company

Request and Guidelines Provided

- Map the data sources across different systems in a unified format to ensure that the numbers reconcile and there are no gaps
- Generate automated reports for management to get insights on company performance ensuring access control
 - E.g., The Regional Manager of Texas should only see sales data of Texas

Methodology and Final Deliverable

- Integrated data from multiple systems to generate a dashboard providing a view of the company-wide data
- The single view provided the required report that helped in making comprehensive decisions
- Set automatic email alerts for the users when KPIs exceed/reduce to a threshold
- Maintained a refresh schedule for the entire pipeline and maintained a log for the same



Disparate systems lead to data inaccuracy and additional manual efforts, which hamper decision making.

Developed a BI solution after data integration that provided live updated reports

Financial Process Services

Service Offerings – Portfolio Companies

Case Studies

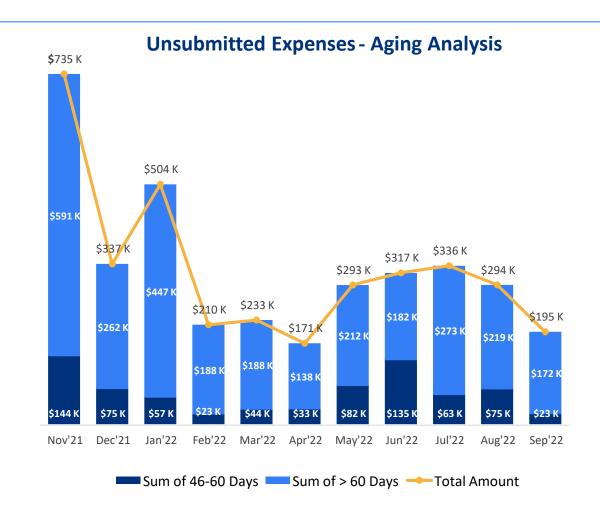
Expense Management

Request and Guidelines Provided

- The client is a Japan-based investment holding company that focuses on the technology, energy, and financial sectors
- The team was asked to audit and approve Travel & Entertainment (T&E) expenses in 'Concur' (expense management tool) incurred for business purposes by employees in accordance with the client's T&E guidelines
- Review unsubmitted expenses and remind employees to submit any expenses pending for more than 45 days for audit
- Concur employee details should be updated to reflect the latest organizational changes

Methodology and Final Deliverable

- The team audited the employee expenses in accordance with the client guidelines
- The team followed up with reminder emails to employees for expenses aging >45 days to clear the backlog
- The team coordinated with Concur support to streamline reports and eliminated the effort to compile and organize data from multiple systems
- The entire exercise resulted in reduction in unsubmitted expenses aging >45 Days from \$735k in Nov 21 to \$210k in Feb 22



TresVista helped the client with tracking, auditing, and approval of expenses along with aging analysis resulting in reduction of unsubmitted employee expenses

Case Studies

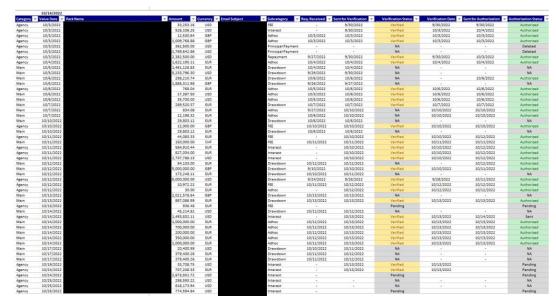
Accounts Payable

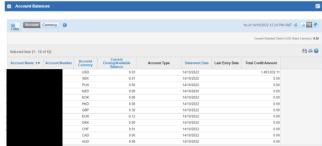
Request and Guidelines Provided

- The client is a global alternative asset manager
- The team was provided with the access to the bank portal to process payments and the request was to manage the payment process related to fund administration for interest payment, commitment fee, drawdown, loan repayment, and other ad-hoc internal requirements

Methodology and Final Deliverable

- The team started by extracting grids from the WSO report containing payment distributions to LPs or lenders and their payment schedule. The payment amounts were then entered on the bank portal and were sent to the stakeholder for verification and for releasing the payments by authorizers
- The team also processed cross border payments as per drawdown or capital call notices from the respective funds, as well as tax payments and payroll related payments
- The team also monitored the payments at every stage to resolve potential issues until
 the beneficiaries were credited and then provided SWIFT copies to the requestor to
 confirm the payments and thereafter post journal entries for the transactions





TresVista created an exhaustive tracking system for all payment requests which helped the client ensure compliance with all statutory payment deadlines

Detailed Case Study

FPS support for Alternative Asset Manager with an AUM of over \$80bn and a global presence across 15+ geographies

Areas of Support

Vendor Onboarding, Invoice Posting and AP Payment Processing

- Create new vendor accounts in the ERP and validate vendor bank details through email verification
- Validate invoices, gather accounting information for posting, review fund rechargeability, posting and seeking business approvals
- AP mailbox management to collate invoices, ad-hoc payment requests, address queries from vendors and client's internal business functions
- Vendor Payment Batch processing and manual payment creation
- Follow-up with respective verifiers & authorizers to ensure timely payment release
- Monitoring bank balances and investigating failed or returned payments
- Ad-hoc manual payments for charity, tax, employee reimbursement, etc.

T&E Expense Management

- Audit T&E expenses incurred through corporate card and out-of-pocket
- Submit reimbursement workings for out-of-pocket expenses to HR or TPAs for payroll processing
- Bi-weekly follow-ups with employees and respective line managers for expenses pending submission or approval
- Mailbox management and employees' query resolution

Monthly Closing Activities, Reporting and KPI Dashboarding

- Reconciling vendor payments against master bank statements
- Investigate ad-hoc payments and posting corresponding journals for ledger close
- Vendor balance substantiation and aging analysis
- Provide support with AP audit queries
- Vendor age creditor report
- Monthly KPI invoices and payment count and values, outstanding approvals, pending submissions
- Monthly invoice processing and aging dashboard
- Aging expense dashboard

Internal Payment Processing

- Real time processing of investment payments drawdown, management fees and posting related journals
- Working capital transfer to client's subsidiaries
- Bank reconciliations for cash ledger close
- Mailbox (Internal Payments) management and query resolution

End-to-end support from TresVista provided the client with greater visibility and control over the entire process

Detailed Case Study

Value Add By TresVista



- Developed T&E Dashboards to track total unsubmitted expenses and suggested focused actions
- Proposed a revised process (escalation metrics) for chasers, seeking senior member intervention to instill a sense of urgency and have a greater impact in these email follow-ups
- Created a modified and more comprehensive 'Booking Request Template'
- Created a dashboard highlighting the top 25 employees with the maximum overdue amount, suggesting focused actions
- Created a comprehensive **vendor onboarding template** to bring more controls
- Additional due diligence of vendor bank details basis the information received through the onboarding template before any invoices are processed
- Created CSV template for swift posting of journals and invoices involving cost split across multiple departments and employees
- Standardized bank statement from a raw data dump (~250 col. report) to 12 col. report leveraging Power Query for
 cash ledger reconciliation (initially done manually with the help of Excel formulas which was not efficient)

Process improvements and automation incorporated by TresVista drove increased efficiency for the client

Case Studies

Financial Reconciliation

Request and Guidelines Provided

- The client is a US based public accounting firm
- The team was asked to reconcile the reported revenue with the actual cash transactions taking place through the company's bank statements provided by the client

Methodology and Final Deliverable

- The team collated monthly cash deposits from the bank statements provided by the client
- The team then checked and extracted all the non-revenue transaction like tax, refund, internal transfers, etc. from the bank statement
- Adjusted the non-revenue transactions and internal transfers to reconcile the reported revenue with actual revenue transactions

Income Statement Anal	lysis												
Proof of Revenue													
Proof of Revenue US\$ in 000s	Dec21	Jan22	Feb22	Mar22	Apr22	May22	Jun22	Jul22	Aug22	Sep22	Oct22	Nov22	LTM22
Cash deposits per bank statements	728	909	735	866	794	778	764	629	486	720	536	477	8,423
Less: transfers in	-	-	-	-	(0)	-	-	-	-	-	-	-	- (0)
Less: non-revenue related deposits	-	(0)	-	(2)	(1)	-	(1)	-	(1)	-	-	(1)	(6
Total net cash deposits	728	909	735	864	792	778	763	629	485	720	536	476	8,416
Less: beginning gross accounts receivable													-
Plus: ending gross accounts receivable													-
Less: beginning accrued income													-
Plus: ending accrued income													-
Plus: beginning deferred revenue													-
Less: ending deferred revenue													-
Adjusted cash receipts	728	909	735	864	792	778	763	629	485	720	536	476	8,416
Revenue per financial statements													
Reported revenue	724	904	735	866	793	773	763	629	485	719	536	477	8,405
Adjusted revenue	724	904	735	866	793	773	763	629	485	719	536	477	8,405
Unidentified difference	(4)	(5)	-	2	1	(5)	(0)	-	0	(1)	-	0	(11)
Unidentified difference %	(0.5)	(0.5)	-	0.2	0.1	(0.7)	(0.0)		0.0	(0.1)		0.1	(0.1)

The information helped the client to reconcile the reported revenue with actual receipt of the revenue



CFO Office Services

Case Study Pack

July 2025



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 highlevel 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

XYZ Fund II LLC

Checking, Period Ending 06/30/2021

ECONCILIATION REPORT

econciled by: Tree\/ieta

Summary	USD
Statement beginning balance	5,000.00 -2,085.66
Deposits and other credits cleared (2)	491.05

	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	2.447.433
Financial Liability	7,020
Total Liabilities	2,454,453
Equity	
Share capital	69,471
Common Stock Value	(2,125,533
Net (loss)/profit Dividends paid	(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 Ch	je 1.002709263	
		Interest per m	th 0.27093%	
				Vithin 12 m (Feb 2022 to
Particulars		Passed obligation		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	BIF Carrying Amount	Depreciation	C/F Carrying Amount	Lease Finance Cost	C/F 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 All figures in USD	December 31, 20	Consolidated Income Statement	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		
TOTAL LIABILITIES AND EQUITY	871,309.		

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

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 Payroll Accrual	254,600.0	254,600.0
1/30/2022	Software Asset Interest Payable	140,000.0	140,000.0
1/30/2022	Software Asset Direct Materials Payable	678,900.0	678,900.0
1/30/2022	Training Cost Accrued Expenses	13,500.0	13,500.0
1/30/2022	Overhead Cost Accrued Expenses	19,500.0	19,500.0
1/30/2022	Data Conversion Cost Accrued Expenses	25,670.0	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

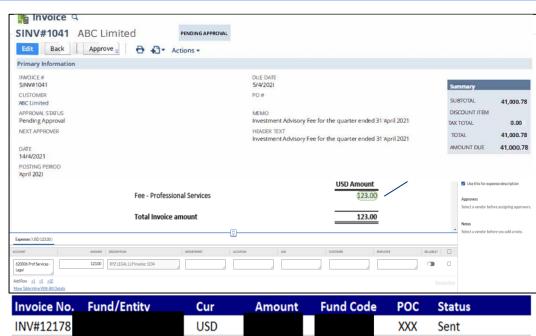
Streamlined Review of Invoices and Expenses

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
Difference -

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

Accounts Payable Process

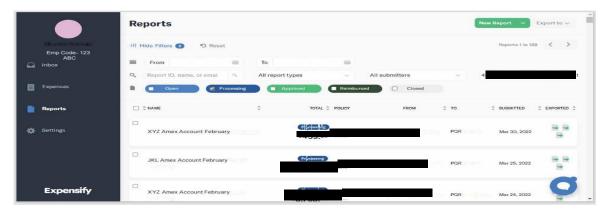
Vendor Invoicing, Travel and Expenses and Payment Runs

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 Global	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

Please make the appropriate selections below and click "Submit" to retrieve information. Transaction ID: Wire Processing Date: Prom: 02/21/2024 Debit Account: Amount: From: Wire Type: All Status: Submit Gance

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

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

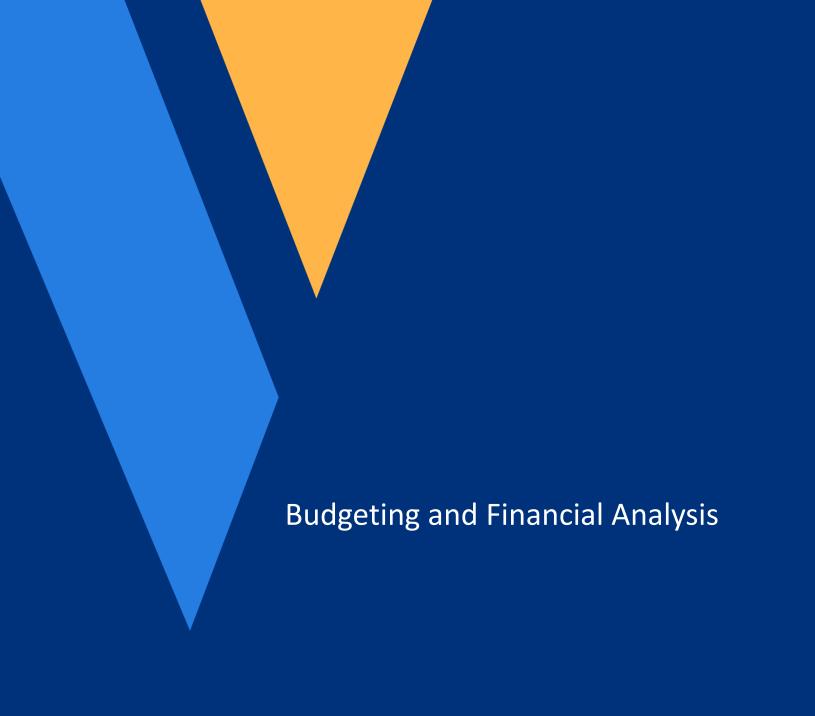
- Stacked the data provided and prepared an analysis of receivables and payables
- Classified the account receivable and payable data according to the periods such as 1-30 days, 31-60 days, 61-90 days, more than 90 days, and others (if required)
- Analyzed the AR aging and AP aging data and prepared 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 Cu	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								

Тор	Vendor Ar	nalysis	
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

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		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											
▶ 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

				Mor	ıth	ly	
Consolidated Income Statement	Ja	nuary Actuals	Jar	nuary 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)	¢	(2,210,000)	¢	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	-	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		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	5,324,170.74	-	-
	,	,	,		Commissions Earned	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					
Jaie Nep 7	20,543.07	14,631.33	20,901.38	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 Commissions Earned, Product 1		160,469.01	156,384.45	161,266.18
Sale Rep 9	19,452.81	16,936.13	21,174.25					
Sale Rep 10	3.257.69	2.690.50	3.161.40		Sales, Product Line 2 Sales, 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	1,964,300.00	3,274,614.00	291,541.00
	1,51115	0,020:10			Chargeback Commissions Earned	25,570.76	44,619.33	33,762.87
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					
·	,	•	30,330.04	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	Total Con	nmissions Earned, Product 2	25,570.76	44,619.33	33,762.87
Sale Rep 16	3,428.92	5,377.54	3,367.16		Sales, Product Line 3,	13,657,357.17	760,000.00	1,134,300.00
Sale Rep 17	1,155.97	1,547.11	2,857.40		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					
Jaie Neh 51	,			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	Total Com	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				
Iſ							
Ш		Revenue					
Ш		Product Line 1	2,442,470				
Ш		Product Line 2	73,710				
Ш		Product Line 3	-				
Ш		Total management Fee	2,516,180				
ᄔ		Commissions	761,758				
Ш	let Revenu	ie	1,754,422				
IL							
	Cumulative	Net Reveune	TRUE				
IL							
Ш							
Ш		Expenses					
Ш		Salary and benefits	607,522				
ч		Bonus	30,000				
		Travel and Expense	68,496				
		Conferences and Sponsorships	155,097				
П		Direct	5,250				
П		Indirect	149,847				
П		Overhead Allocation	259,397				
П		Direct:	109,595				
П		General Overhead	-				
		Sales Mar OH	109,595				
		Indirect	149,802				
		maneet	115,002				
9	ales Expen	se Only					
	ales Expen		1,120,511				
	•	Sales Expenses	TRUE				
	RE - Profit	<u> </u>	633,911				
- ⊩		lative Profit/Loss	TRUE				
- ⊩	umulative	· · · · · · · · · · · · · · · · · · ·	TRUE				
- 1-	Cumulative		TRUE				
- 1		- Incentive Fees Only	INUE				
			220 522				
	RE Incenti		330,533				
- ⊩	NI - Profit		964,444				
- ⊩		lative Profit/Loss	TRUE				
- 1-	Cumulative		TRUE				
C	Cumulative	Profit	TRUE				

TresVista prepared a 'Profitability Dashboard' which aided decision making

