



RSM

IS A PROUD SPONSOR OF





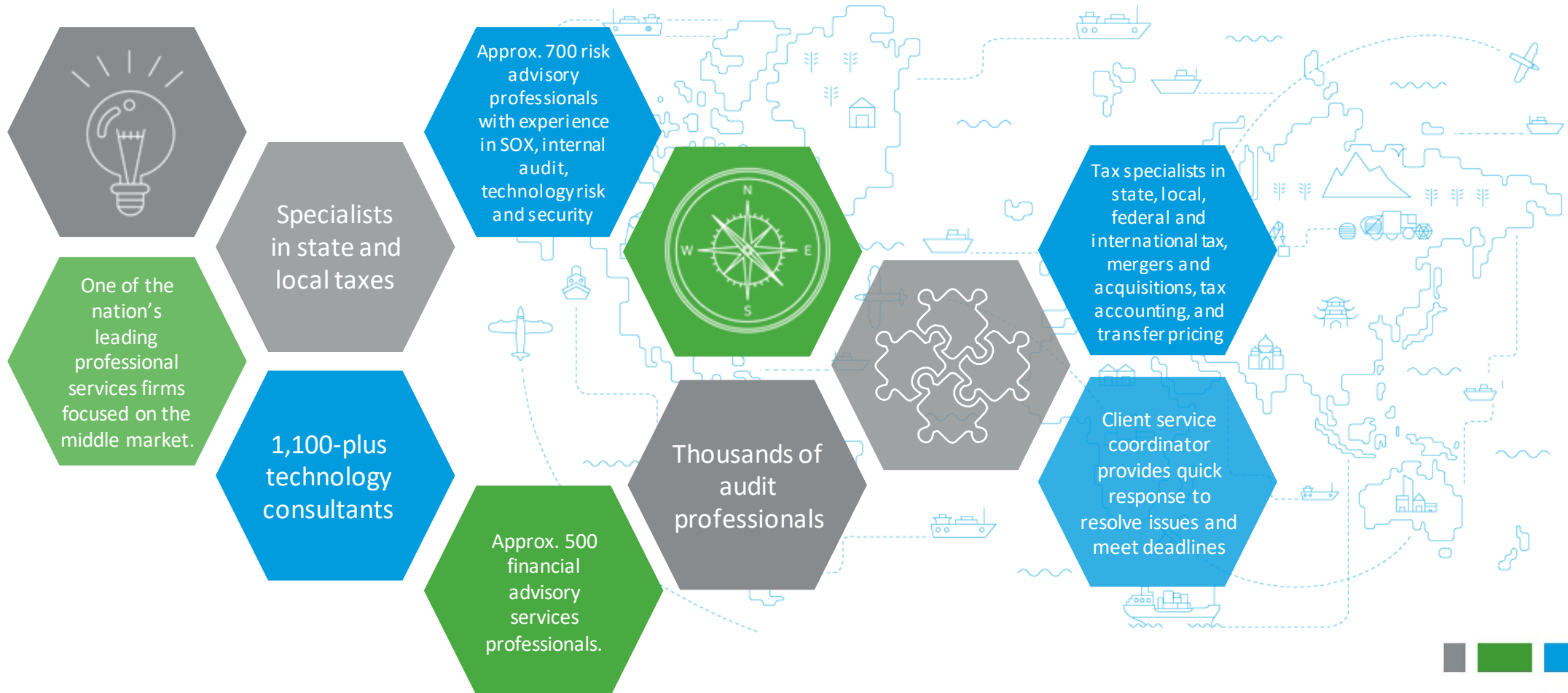
- Leading provider of audit, tax and consulting services focused on the middle market
- 5th largest audit, tax and consulting firm in the U.S.
- \$2.9 billion in revenue
- 13,000 employees in 84 U.S. cities & 5 locations in Canada
- U.S. member of the 6th largest independent network of audit, tax and consulting firms globally*
- Presence in more than 123 countries
- 51,000 people in 860 offices, globally
- \$7.26 billion (\$US) in worldwide revenues



**First-choice advisors
to middle market
leaders, globally**

Who we are

Collaboration. Understanding. Ideas and Insights.





PRIVATE EQUITY VALUE CREATION:

RSM programmatically applies critical assets, methodologies and industry expertise throughout the investment lifecycle to help maximize operational performance and return on invested capital.



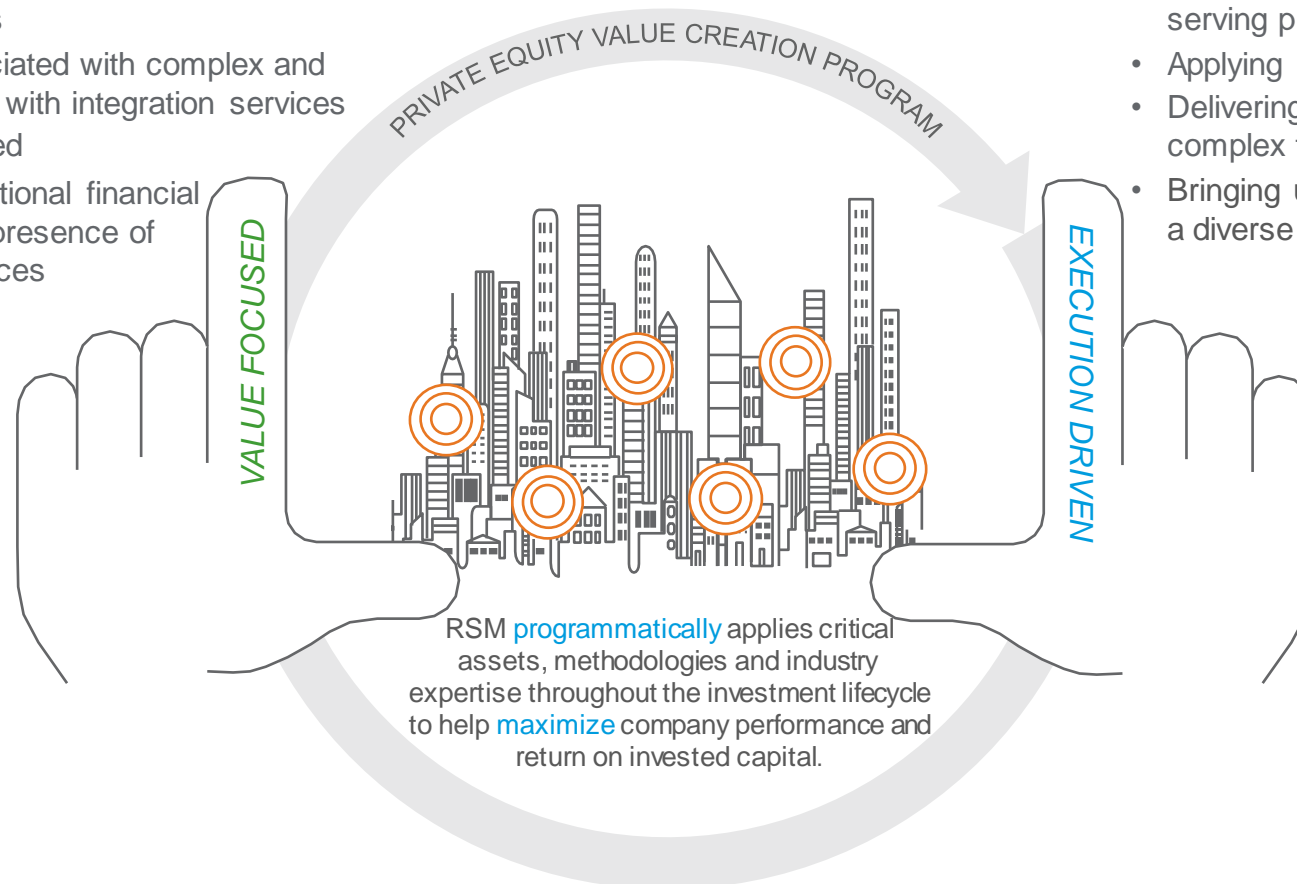
A proven approach to value creation

VALUE FOCUSED

- Minimizing transaction risk and identifying value accretive opportunities with a fully integrated due diligence solution
- Creating fund-level value by enhancing the enterprise value of individual companies
- Reducing risk and cost associated with complex and carve-out transactions, along with integration services
- Accelerating transaction speed
- Identifying value beyond traditional financial measurements, such as the presence of diverse and inclusive workforces

EXECUTION DRIVEN

- Optimizing functional processes and sustaining technology utilization
- Leveraging our deep expertise and capabilities in serving private equity firms
- Applying industry specific best practices
- Delivering proven methodologies for executing complex transactions
- Bringing unique insights and experiences through a diverse and inclusive workforce



M&A360™: Creating value throughout the transaction life cycle

Driving value creation and preservation throughout the transaction life cycle by *programmatically* applying critical assets, *innovative* methodologies and industry *expertise* to help *maximize* operational performance and return on invested capital.



Strategy and diligence



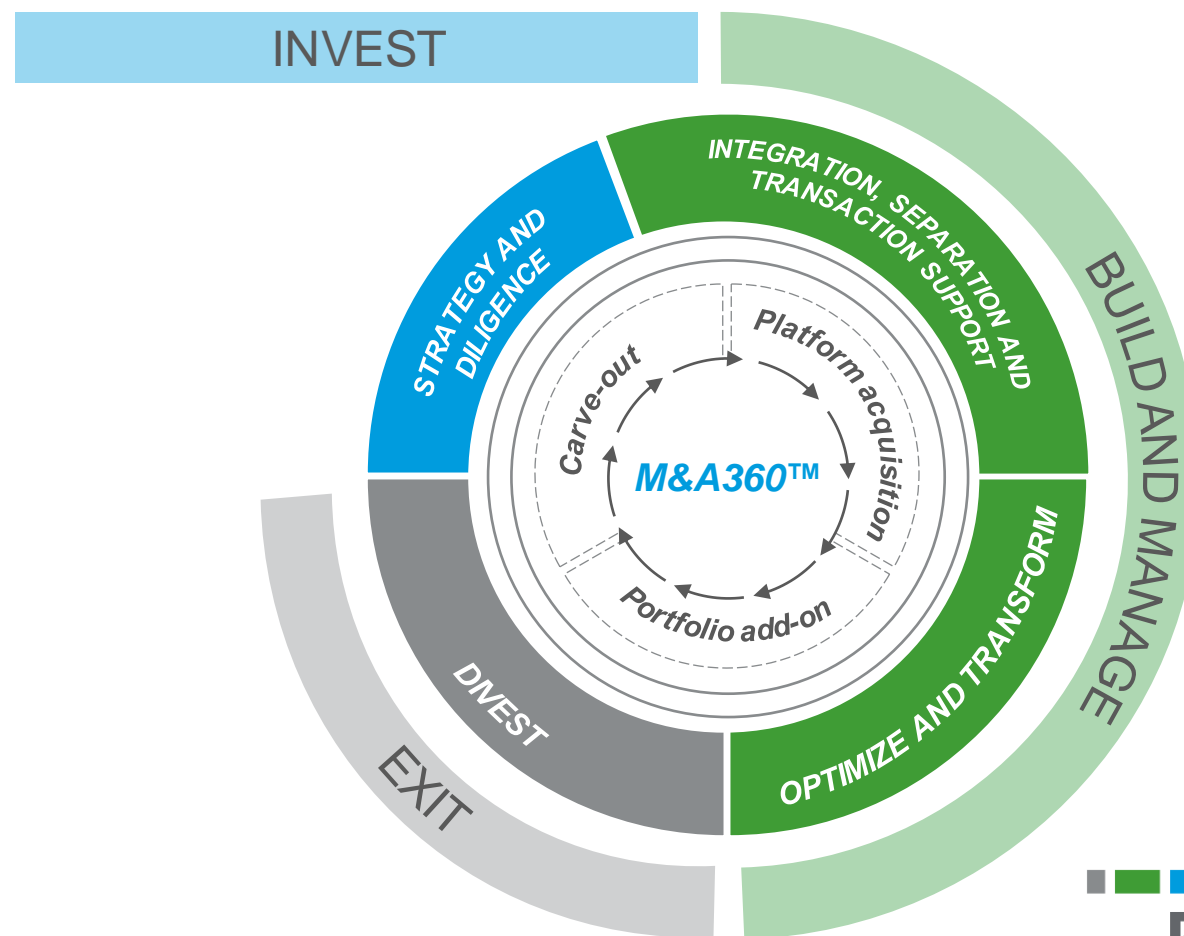
Integration, separation and transaction support



Optimize and transform



Divest



The power of being understood.®

- Striving to deeply understand you, your business and your aspirations
- Sharing ideas and insight of our senior professionals
- Bringing local and global knowledge and resources to your environment
- Delivering value through deep understanding and quality service
- Helping you feel empowered to move forward with confidence

**This is the power of being understood.
This is RSM.**

Expertise and practice capabilities

RSM's professionals are committed to advising clients on effective responses to the most pressing issues, such as:

- Technology
- Globalization
- Mergers and acquisitions
- Changing environment
- Cybersecurity
- Profitability
- Brand differentiation
- Innovation
- IT security
- System implementation and integration

Our clients include local, national and internationally recognized companies with diverse organizational structures.

Relevant services

Life cycle

Pre-close

Increase leverage. Improve price and terms. Minimize surprises. Identify performance improvement opportunities.

Post-close transaction support

Ensure Day 1 readiness. Transition resources seamlessly from pre- to post-close. Help management adapt to PE ownership mindset and requirements.

Portfolio optimization

Drive profitable growth, permanent cost restructuring and enterprise value creation. Provide ongoing management visibility.

Pre-divestiture readiness

Maximize marketability and exit value. Accelerate exit process.

Transaction

Carve-out

Reduce transitional services agreement cost burden. Mitigate separation risks. Take control — quickly and effectively

Portfolio add-on acquisition

Accelerate evaluation and integration to have a greater impact on the investment thesis — faster. Ensure synergy realization.

Platform acquisition

Optimize purchase price. Mitigate compliance risk. Build an infrastructure for accelerated add-on integration.

Audit

- Fund assurance services
- Portfolio assurance services
- Opening balance sheet audits

Tax

- Fund and portfolio tax services: federal, state and international structuring, consulting and compliance
- Credits and incentives
- Foreign Account Tax Compliance Act
- Due diligence and structuring

Consulting

- Buy- and sell-side due diligence (financial, technology, operational, risk)
- Working capital assistance
- Business valuation
- First 100-day operational and integration planning and implementation
- Human resources transition
- Finance and accounting outsourcing
- Finance transformation and optimization
- Business process improvement
- Technology strategy and optimization
- Infrastructure design and implementation
- ERP and CRM implementation
- Business analytics
- Security and privacy
- Contract compliance
- SOC compliance
- Sarbanes-Oxley advisory
- Internal audit
- IPO readiness
- Technical accounting

Industry specialization: Pre- and post-close transactions

Industry and project counts	Last five years
All industries	2,893
Healthcare and life sciences	329
Software	300
Business and professional services	292
Consumer products and services	230
Construction, building, contractors and engineering	224
Technology and IT services	210
Industrial equipment and machinery	209
Food and beverage	184
Financial and insurance institutions	111
Chemicals, plastics and advanced materials	92
Automotive, auto parts and dealers	82
Trucking, transportation and warehousing	74
Aerospace and defense	65
Apparel and textiles	62
Entertainment, recreation, media & gaming	56

Industry and project counts	Last five years
Education and educational services	52
Appliances, household goods and housewares	45
Energy, oil, gas and utilities	41
Telecommunications	35
Electronics, computers and semiconductors	31
Real estate, rental, lodging and hospitality	27
Agriculture and fishing	25
Paper, packaging and forestry	25
Mining, materials, metals and resources	24
Government and social services	14
Printing and publishing	14
Test and measurement products and services	12
Basic industries	9
Franchisors	7
Membership organizations	1
Other	11

Why RSM

Your priorities

PE expertise

Tailored solutions

Industry expertise

Project management skills

Transition management skills

Experienced consultants

Information resources capabilities

Full life cycle solutions

Meeting your needs

- *We create a seamless handoff from due diligence team to consulting team*
- *We expect more from ourselves, so we can deliver the highest value to our clients.*
- *Our greatest asset is our people, more than a few of whom are a little offbeat, all of whom strive to be the best.*
- *We always question the status quo and never settle for less than our best.*
- *We learn from our clients and from each other, making lifelong friends along the way.*
- *We thrive in a collegial workplace that inspires collaboration, creative thinking, personal growth, and charitable sharing.*
- *We pride ourselves on being highly responsive and delivering the best results—on time and on budget. Success is in the details.*
- *We work with exciting clients who challenge us to exceed their expectations.*
- *We continually invest in our company, our community, and above all, our people.*
- *We create opportunity for our clients and ourselves by thinking differently and being passionate about success.*



The expertise and experience you need, delivered the way you want

“We needed international support for our plants in Mexico and China. What impressed us about RSM was that instead of having to deal with each local office whenever we had a question or issue come up, we’d make one phone call and the international point person would handle the rest.”

— Mark Fischer, President and CEO, Robin Industries, Inc.

“RSM’s service approach is user-friendly – the bureaucracy isn’t there. Decisions are made. And I know I’m going to get the information I need to run our business.”

— *Jeff Glatt, CFO and Managing Director, Olympus Capital Asia*

“We rely on the team at RSM to audit a significant percentage of our portfolio companies. They’re incredibly responsive and flexible in meeting the needs of middle-market, private equity-backed companies.”

— *Principal, Lake Capital*