

# THE POWER OF BEING UNDERSTOOD

AUDIT | TAX | CONSULTING

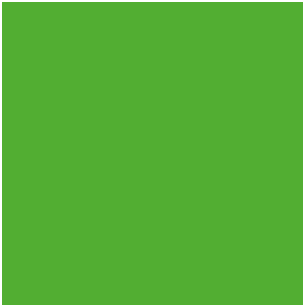
## TRANSACTION ADVISORY SERVICES

Supporting your transactions

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# 1. TESTIMONIALS

Private Equity and Corporates

## TESTIMONIALS

*... we were impressed by the RSM team's ability to mobilise quickly. Throughout the exercise RSM was responsive to the needs of funders. Issues were brought to our attention immediately and we were kept in touch fully with the progress of the work.*

*... we were very impressed with RSM's responsiveness and attention to details. They provided good insights and were a valuable part of the team.*

*... RSM worked on both the sell side diligence for the shareholders and then the top up diligence for us. They were insightful and impartial in their work, the whole team acted with high levels of professionalism. We found their approach was very positive as they worked efficiently and were responsive to our needs which enabled us to meet the planned timetable.*

*... RSM were able to quickly provide an insight into the key financial drivers of the business, a risk complicated by the historic individual approach of the international offices.*

*... we expect high quality from all our due diligence providers but the RSM team stands out with their commerciality and flexibility, rigorous approach, and willingness to voice clear opinions. We find their input invaluable to our decision-making and in this regard we think of them as part of our team. I would highly recommend them.*

*... we appreciate the accessibility and expertise of the transaction advisory services client service team, which has made for an extremely collaborative and cooperative relationship.*

*... we've had experience with several service providers, but RSM is superior in three areas: (1) quality of work, (2) client server availability (responsiveness) and (3) timeliness.*

*... the due diligence team continually uncovers issues and opportunities that are not readily apparent to us.*

### Key clients

Dutch Based

Private Equity

Corporates

Also Internationally active

Medium-sized

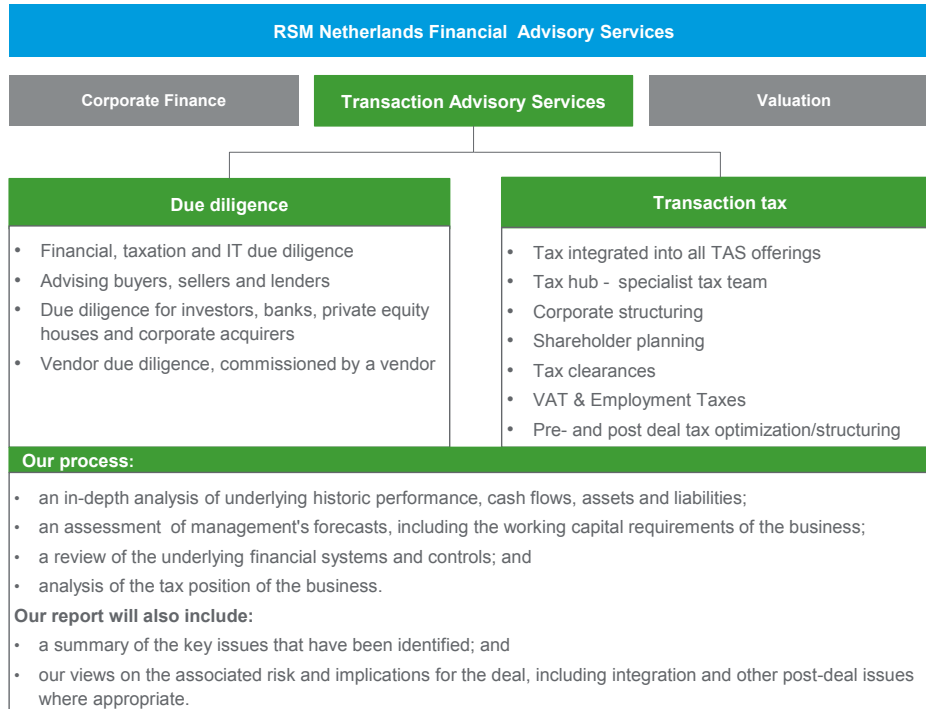
All Industries



## 2. A COORDINATED APPROACH

# SERVICE PROPOSITION

In the Group we provide a full range of Financial Advisory Services, for instance Due Diligence, M&A lead advisory and technical services such as M&A tax, valuation and financial modelling.



## Our TAS proposition...

We know and understand the deal making community

RSM employs a coordinated approach to their relationships with private equity firms and their portfolio companies

20+ professional staff nationwide enable us to provide a hands-on senior led team and can resource quickly

Mid market focus – every transaction is important to us

In-depth knowledge of the market – including buyers for any disposals and targets for future acquisitions

# OUR APPROACH

As a private equity client of RSM, we aim to understand and address your entire enterprise and consider our relationships with your portfolio companies as an important part of our relationship with you. We believe that this 'joined up' approach enables us to provide a comprehensive and seamless service to private equity managers through the lifecycle of each fund and the acquisition, development and realisation of each business.

Life cycle	<b>Pre-close:</b> Increase leverage. Improve price and terms. Minimize surprises. Identify performance improvement opportunities.	Assurance	<ul style="list-style-type: none"> <li>Opening balance sheet audits</li> <li>Business combination accounting assistance</li> </ul>
	<b>Post-close:</b> Ensure Day 1 readiness. Transition resources seamlessly from pre- to post- close. Help management adapt to PE ownership mindset and requirements.		
	<b>Portfolio optimization:</b> Drive profitable growth, permanent cost restructuring and enterprise value creation. Provide ongoing management visibility.	Tax	<ul style="list-style-type: none"> <li>Fund and portfolio tax services. National &amp; International structuring, consulting and compliance</li> <li>Due diligence and structuring</li> </ul>
Transaction	<b>Pre-divestiture readiness:</b> Maximize marketability and exit value. Accelerate exit process.	Consulting	<ul style="list-style-type: none"> <li>Buy- and sell-side due diligence (financial technology, operational, risk)</li> <li>Working capital assistance</li> <li>Business valuation</li> <li>First 100-day operational and integration planning and implementation</li> <li>Finance and accounting outsourcing</li> </ul>
	<b>Carve-out:</b> Minimize transitional services agreement cost burden. Mitigate separation risks. Take control – quickly and effectively.		
	<b>Portfolio add-on acquisition:</b> Accelerate evaluation and integration to have a greater impact on the investment thesis – faster. Ensure synergy realization.		
	<b>Platform acquisition:</b> Optimize purchase price. Mitigate compliance risk. Build an infrastructure for accelerated add-on integration.		
			<p><b>We understand your needs.</b> Our approach is designed to minimize transaction risk by executing a fully integrated due diligence program throughout the transaction life cycle.</p>

## Key elements of our approach ...

- Partner led work
- Clear commercial views
- Attention to detail
- Presentation and packaging
- Ownership over all aspects of the transaction
- Thinking ahead to anticipate issues and maintain momentum
- Coordinating parties and carry out projects according to schedule



### 3. WHY RSM



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## WHY RSM

- We have **established market reputations** and support deals from start to finish
- Extensive and widespread **international network**. We combine our local perspective with the collective knowledge, vision and resources of our global professionals
- Our **rates are competitive** and make it possible to offer a well balanced team with more than average senior qualified staff involvement
- We relish **problem solving**, tailoring ideas and creating solutions. We are **flexible and client-oriented** in our approach
- **Partner led teams** with substantial **relevant industry focus and experience**
- We have a committed mid market focus and our client relationships are based on **mutual respect and collaboration**
- A **wealth of experience** advising family businesses, family offices but also private equity houses, banks, management teams, and corporates
- We believe in providing our clients with a consistent service that **exceeds their expectations**
- Delivery of work of the **highest standard**, embrace best practice methodologies and practices
- We **train our people** to the best of their ability and **contribute to our communities**

### Why our clients choose us...

Accessible, responsive and adaptive

Competitive rates

Commercial and practical

International network

Big enough to have specialist teams

Small enough to have teams that communicate

We listen

## RSM INTERNATIONAL OPERATING NETWORK...

RSM is one of the fastest growing networks of audit, tax and consulting firms in the world.

Through our international network, we provide premier advisory services worldwide, drawing on specialist industry and service line experts in over 120 countries.

By having a dedicated team in every major business centre around the world we are able to source local knowledge, leverage existing relationships and provide on the ground support, regardless of the assignment or region.

RSM is a leading provider of audit, tax and consulting services to middle-market leaders, globally. We empower clients to move forward with confidence and realise their full potential.



### Local perspective with the knowledge of global professionals

The sixth largest network

Member firms operate out of more than 800 offices

In over 120 countries

With over 41.400 professionals worldwide

10 offices in the Netherlands with 450+ professionals

Combined revenue of € 4,87 billion

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## **RSM in Nederland**

### **Regio Noord- en Midden-Nederland**

Alkmaar, **T** 072 541 11 11

Amsterdam, **T** 020 635 20 00

Haarlem, **T** 023 530 04 00

Utrecht, **T** 030 231 73 44

### **Regio Rotterdam**

Rotterdam, **T** 010 455 41 00

### **Regio Zuid-Nederland**

Eindhoven, **T** 040 295 00 15

Heerlen, **T** 045 405 55 55

Maastricht, **T** 043 363 90 50

Roermond, **T** 0475 336 163

Venlo, **T** 077 354 28 00

**[www.rsmnl.com](http://www.rsmnl.com)**

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