

June 2, 2020

we do a
great deal

Helping the Middle Market Thrive and Emerge Strong Through Disruptive Times

Your Panelists



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2,300+

People, including over 300 Partners, Principals and Directors



TOP 20

One of the top 20 largest accounting firms in the U.S.



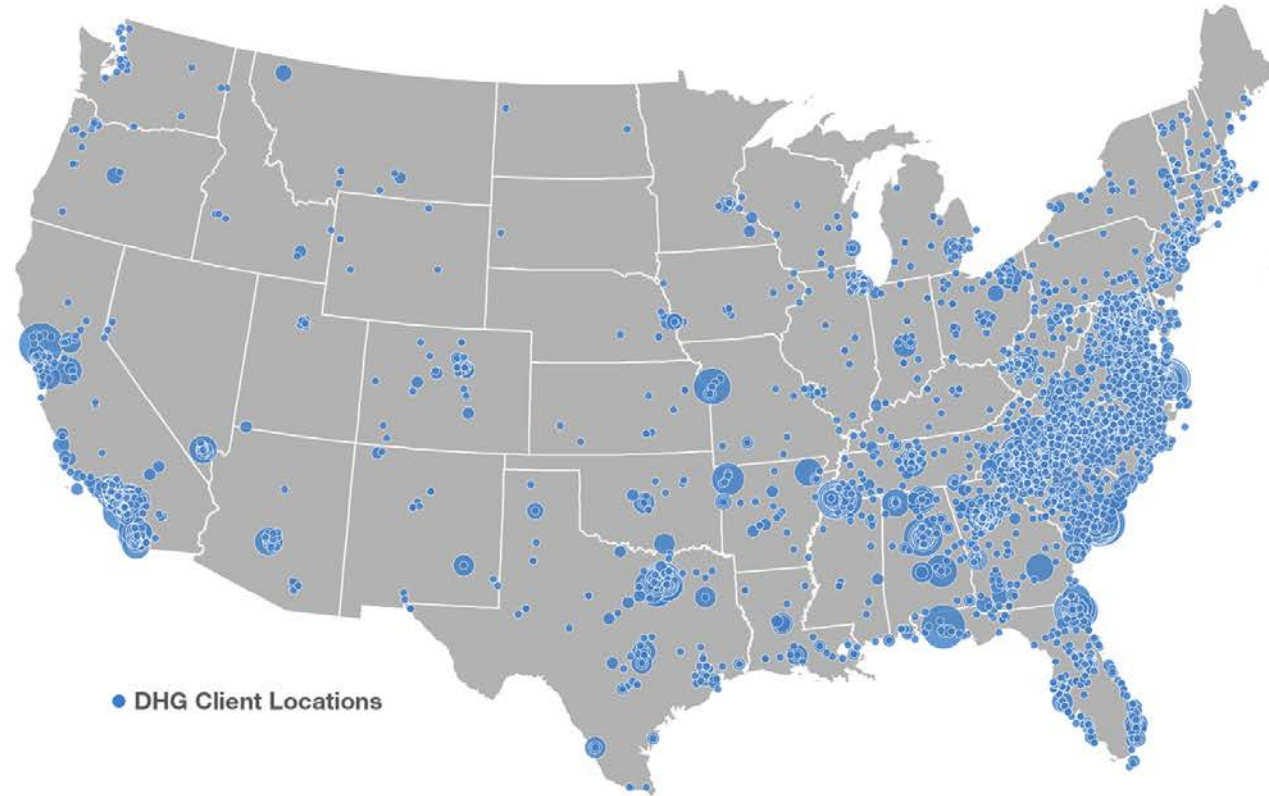
20+

Offering tax, assurance and advisory services in more than 20 industries



50

Serving clients across the United States and Internationally



• DHG Client Locations

“our clients benefit from the critical insight that keeps their company moving”



FUND



TRANSACTION ADVISORY



PORTFOLIO COMPANY



EXIT STRATEGY

About Trivest

OUR FOCUS

- Founder and family-owned businesses in the middle market
- US & Canada
- Growing, scalable businesses
- Sectors: technology, business services, niche manufacturing, consumer products, value-added distribution, healthcare

TRIVEST SNAPSHOT

- Founded in 1981
- 300+ completed transactions
- Over \$2 billion AUM
- Three dedicated fund strategies
- Growing team of 40 professionals
- Expanding geographic footprint throughout the US & Canada

Trivest Fund VI

Control Fund
\$630 Million
Revenue \$20M+
EBITDA \$4M+

Trivest Growth Investment Fund II

Non-Control Fund
\$435 Million
Revenue \$20M+
EBITDA \$4M+

Trivest Discovery Fund

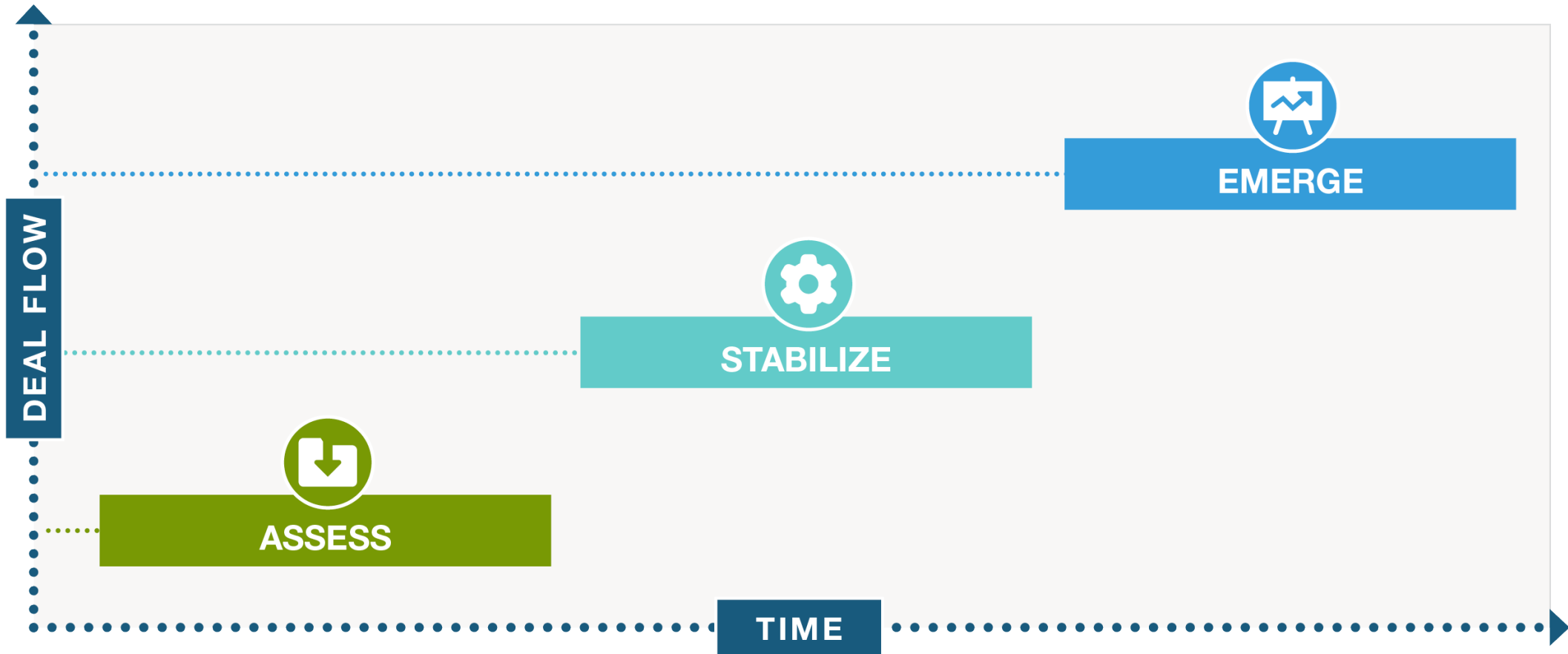
Control Fund
\$235 Million
Fragmented Industries
EBITDA \$1-4M

Polling question #1

When do you expect deal flow to return back to pre-COVID levels?

1. 3Q 2020
2. 4Q 2020
3. 1Q 2021
4. Second half of 2021

Approaches to Emerging Strong





ASSESS



STABILIZE



EMERGE

- The CARES Act (PPP), Main Street Lending, SS deferral
- NOLs
- 13 Week Cash Flow Modeling and Budgeting
- Liquidity Forecasting and Cash Tax Planning
- Debt Covenant Modeling
- Portfolio Valuation
- Margin Analysis
- Profitability Roadmap
- Cost Reduction Programs
- Working Capital Optimization
- Cash Variance Analysis
- Above the Line Reduction, Savings and Offsets to Payroll Tax (Accretive to EBITDA)
- Recapitalization Assistance
- Fresh Start Accounting Valuation (ASC 852)
- Other Areas of Planning



ASSESS



STABILIZE

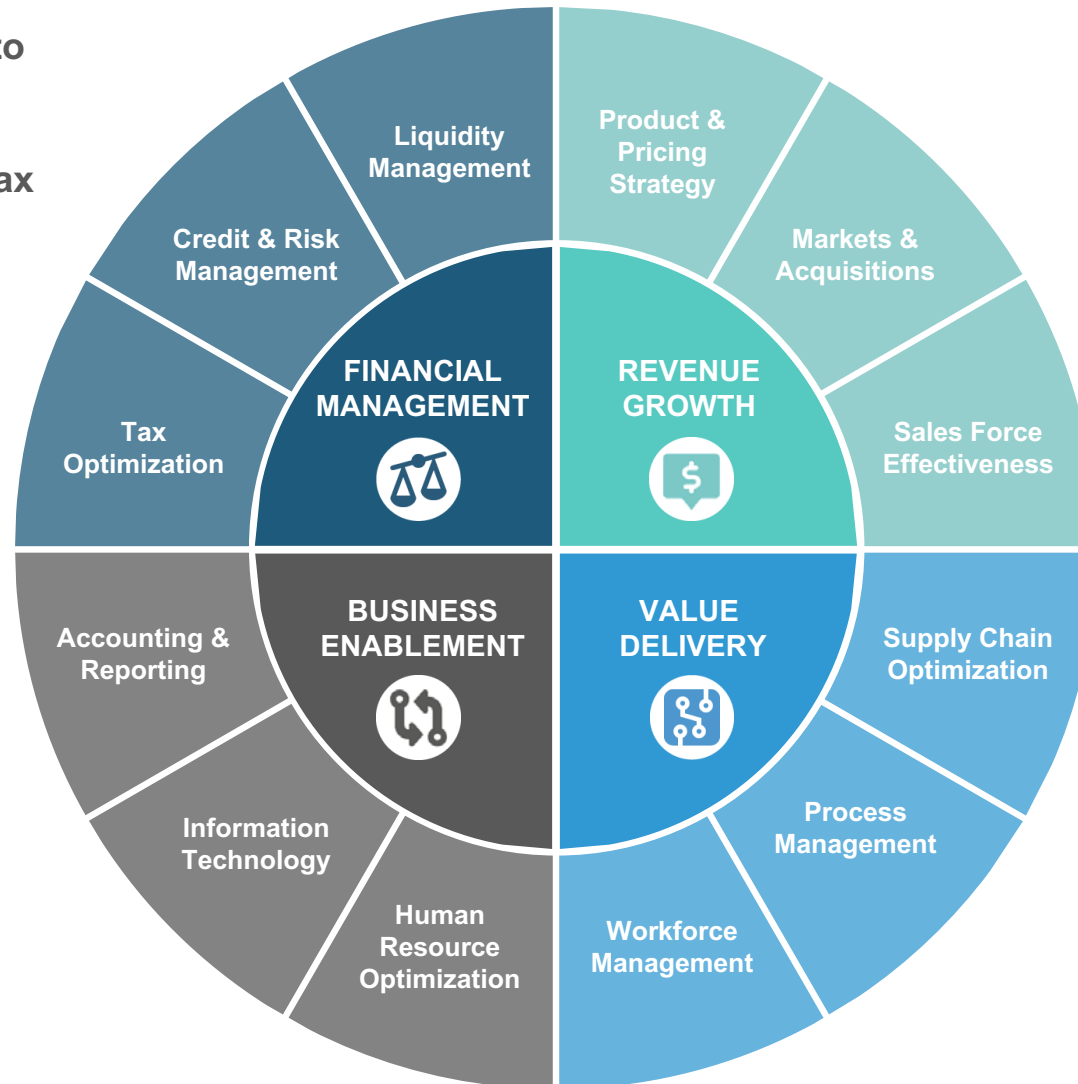


EMERGE

- **Strategy Development & Execution**
- **Business Process Improvement**
- **Sales Force Effectiveness**
- **Supply Chain Optimization**
- **Revenue and Pricing Enhancement**
- **Pricing**
- **Shared Services Programs**
- **Dispute & Claims Analysis**
- **Bankruptcy Related Services**
- **Investigations**

Key Drivers of Value Creation

DHG employs a top-down approach to business performance improvement that leverages our wide range of experience including IT consulting, tax management, corporate finance advisory, and M&A consulting.



Polling question #2

As we emerge from the COVID crisis, do you predict a permanent change in your business operating model (i.e. the way you organize and deliver products or services to customers)?

1. Significant change
2. Modest change
3. No change



ASSESS



STABILIZE



EMERGE

- **Organic Growth**
- **Strategic Change**
- **Mergers & Acquisitions**
- **PE Exits**
- **Transaction Due Diligence & Integration**

Additional Resources

- [DHG's Emerge Strong Page](#)
- [DHG's COVID-19 Response Page](#)
- DHG's SBA and Coronavirus Legislation Task Force:
 - + CARESActQuestions@dhg.com
 - + SBAQuestions@dhg.com
- [Trivest](#)
- [U.S. Small Business Administration](#)
- [U.S. Department of the Treasury](#)



Thank You