

SOLUTIONS BEYOND THE OBVIOUS

Transaction Advisory and M&A Advisory Services



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Known for our ability to quickly understand the desired goal and get it done right the first time, the experienced professionals from the Tronconi Segarra & Associates Transaction Advisory/M&A Advisory Services team can be trusted to provide the appropriate strategic direction needed to maximize your deal value, minimize risk for all stakeholders and achieve an efficient and swift closing. Our proven expertise in providing our clients (private equity firms, brokers, attorneys, public and private companies) with significant added value has earned us both respect and the ultimate compliment – repeat business. Our services include:

Transaction Advisory Services:

- Quality of earnings analysis
- Deal structuring & contract assistance
- Financial & transaction modeling
- Pre-deal evaluation
- Purchase price dispute services
- Purchase accounting
- Post-transaction compliance
- Valuation support & analysis
- Evaluation of target tax position
- Tax modeling of integrated business
- Working capital analysis

M&A Advisory Services:

- Targeted auction sales process
- Prospective buyer research
- Offering material preparation
- Management presentation preparation & training
- Divestiture strategic planning
- Data room establishment
- Deal structuring & negotiating
- Financial & transaction modeling
- Preemptive due diligence
- Purchase price dispute services
- Valuation support & analysis
- Structuring for tax minimization

Recent Notable Transactions:

Industry	Service
Client Size	\$45 million annual revenue
Deal Size	\$69 million
Counterparties	Private equity
Services	M&A Advisory
Result	Assistance with negotiations resulted in an increase in the purchase price from \$40 to \$69 million

Industry	Manufacturing
Client Size	\$140 million annual revenue
Deal Size	\$135 million
Counterparties	Private equity
Services	Buy-side structuring
Result	Identified \$1MM in savings through effective tax structuring

Industry	Manufacturing
Client Size	\$1.4 billion in annual revenue
Deal Size	\$85 million
Counterparties	Private company
Services	Buy-side due diligence
Result	Our findings in diligence resulted in a decrease to the purchase price of \$10 million

TRONCONI SEGARRA
& ASSOCIATES^{LLP}

Certified Public Accountants
Business Consultants

The Benefits of Engaging Tronconi Segarra & Associates

- Your professional services will be provided by skilled, experienced CPAs, accountants and other para-professionals focused on delivering your work accurately and efficiently.
- Partners and senior management team members of our Firm will be actively involved in client engagements.
- You will work with a team of professionals who will actively listen to you to understand your unique needs, which will be the basis for our approach to tailoring an engagement that best suits you.
- We will look for opportunities to add value to every engagement we perform for you and will draw on our years of expertise and best practices gained across a wide range of industries to provide you with additional insights, competitive rates and exceptional client service.
- Above all, Firm associates will exhibit qualities of honesty, integrity, enthusiasm and innovation in the delivery of professional services to you.

Some of the industries we serve include:

- Manufacturing
- Wholesale/distribution
- Healthcare companies
- Medical practices
- Medical imaging facilities
- Higher education
- Taft-Hartley multi and single-employers and labor unions
- Automobile dealerships
- Technology companies
- Financial institutions
- Convenience stores/chains
- Professional services firms
- School districts
- Municipalities and other governmental sectors
- Not-for-profit organizations and foundations
- Franchisees
- Gaming/entertainment/sports venues
- Foodservice
- Utilities
- Aerospace/defense

To learn more about our Transaction Advisory and M&A Advisory Services, contact Mark Ferm, CPA, Partner.



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