

Sell-side Services for Investment Banks

Riveron partners collaboratively with clients, investment banks, and other deal advisors, to provide a thorough and reputable external report to confidently go to market and realize maximum value. Our flexible approach is tailored to meet the specific needs and objectives of our client throughout the entire lifecycle, from addressing the rigors of buy-side due diligence to ensuring a smooth and efficient engagement that culminates in a successful transaction.

\ How We Help

Accounting & Reporting Readiness

- ▶ Assist with audit completion to accelerate diligence process
- ▶ Establish baseline financial model and ad hoc analyses
- ▶ Conduct GAAP conversions and quantify
- ▶ Support management presentations from an independent perspective
- ▶ Bridge historical operating results to valuation basis and future state

Financial Due Diligence

- ▶ Engage pre-preemptive Quality of Earnings to set expectations
- ▶ Identify financial uncertainties and define actionable plans
- ▶ Support purchase agreement negotiations with forward-looking working capital trend analysis
- ▶ Develop schedules to support normalized earnings/EBITDA
- ▶ Enable M&A tax advisory, validation of NOL's, compliance, and corporate structure

Facilitated Support for Buyer Negotiations

- ▶ Provide strategy on positioning, diligence findings, and accounting considerations
- ▶ Serve as primary contact for questions related to accounting and financial reporting
- ▶ Prepare supported responses for expected buyer diligence questions
- ▶ Coordinate with transaction attorneys and other third parties

Related Services

- ▶ Public company readiness (SPACs, IPO)
- ▶ Asset-based lender services
- ▶ Distressed M&A
- ▶ Audit readiness
- ▶ Pre-close EBITDA improvement
- ▶ Post-close platform effectiveness

Why Riveron

HANDS ON APPROACH

Engaged transaction leaders providing insightful analysis with no independence issues

MAXIMIZED DEAL VALUE

Exposed risks and opportunities for EBITDA enhancement

EXPERIENCED TEAMS

Accomplished professionals with deep industry and technical expertise

TAX EXPERTISE

Proven solutions to address ever-changing tax laws and issues

AGILITY & SCALABILITY

Streamlined sell-side process to increase efficiency

Industries We Serve



Aerospace, Defense,
& Government
Contractors



Automotive &
Industrials



Business
Services



Energy



Engineering &
Construction



Financial
Services



Government,
Municipal, &
Education



Healthcare



Hospitality



Real Estate



Retail &
Consumer
Goods



Technology,
Media, &
Telecommunications

Riveron At-a-Glance

12

offices across the
country enabling us to
better serve our clients

600+

experts helping our
clients address their
unique needs

70%

of our engagements
are from repeat
clients