

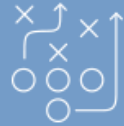
WHERE WE HELP

Diligent® provides dealmakers and capital markets professionals with proprietary technology and services to drive best-in-class results



PITCH

- Deeper content
- Differentiated services & analytics
- Expand & maintain relationships



EXECUTE

- More efficient engagements
- Better client experience
- Better results



GROW

- Engagement
- Profitability
- Market share

WHEN TO CALL US

- ✓ Tight Timelines
- ✓ Messy/Difficult Data
- ✓ Financial Due Diligence Prep
- ✓ Lean Management Teams
- ✓ Complex Consolidations/Carve-outs
- ✓ Multiple Currency Types
- ✓ Advanced Data Science
- ✓ Large/Complex Datasets Prod/Cust/Jobs
- ✓ Multiple ERP's

HOW WE HELP

Create value by eliminating your process pain points



Dead Deal Avoidance & Revival

Uncover financial issues before going to market, and quickly triage & save deal processes which break down due to poor, cumbersome, complex data



CIP Accelerator

Diligent's proprietary software & services cleanse financial data and create summary outputs in a fraction of the time of a traditional process



Rapid QoF + Diligence Prep

Slash time requirements with rapid QoF + Due Diligence-ready financials and sales analytics in dynamic data books with automated roll-forward updates



Higher Deal Value

Generate greater competitive tension in a process – and drive higher sale multiples –through the ability to present large/complex data sets, field buyer financial Q&A faster, and take one or more additional parties deeper into a process



Efficiency & Engagement

Diligent's automation of labor-intensive analytics promotes more efficient team work, greater firm throughput and higher employee engagement. Free your junior bankers from low-value activities to focus on high-value results



Big Data Analytics

Enhance your client's experience by handling data sets too large for Excel, performing complex consolidations and revealing more data-driven insights in advance of detailed buyer Q&A

WE KEEP GOOD COMPANY

Diligent® has supported:

MERGERS & ACQUISITIONS

INVESTMENT BANK OF THE YEAR

2018, 2017

DEAL OF THE YEAR

2018

The Deal AWARDS

2017

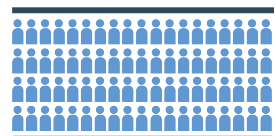
Banker of the year

Who We Are

We are a specialized consultancy serving IB & PE clients with **value-added software, financial and data science services** to eliminate pain points and drive best-in-class transaction results.

OUR BUSINESS

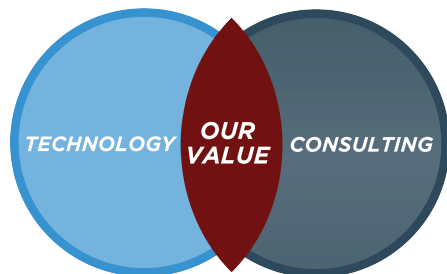
FOUNDED
2007



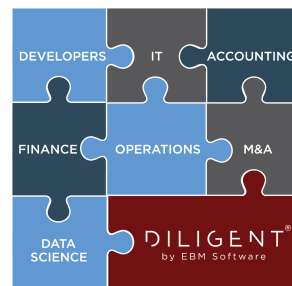
65+ EMPLOYEES
& GROWING



OUR DIFFERENTIATED OFFERING



OUR PEOPLE



Obstacle	Solutions
Big Data	<ul style="list-style-type: none"> 14 different FX rates SKU-level relationship analysis never performed by client (4,000,000,000,000,000 data points)
Custom Build	<ul style="list-style-type: none"> Customized transaction-level database with over 200M records
Complex Consolidation	<ul style="list-style-type: none"> Financial consolidation across 105 entities (24,000+ GL accounts) Sales detail consolidation from 18 ERPs across 1mm+ jobs
Scenario Analysis	<ul style="list-style-type: none"> 20+ scenarios for rolling LTM analysis
Extensive Customer/Product	<ul style="list-style-type: none"> 15 years of transaction-level detail (by product) with custom data sets overlaid Over 20K SKU's; 5,000 customers, International
Carve-Out	<ul style="list-style-type: none"> Performed complex carve-out (standalone G/L created) Provided detailed customer/product sales/margin information; interim finance support
International Complexities	<ul style="list-style-type: none"> 12 different FX rates utilized in SKU database 5 ERP systems consolidated into one database for uniform presentation and analysis
Margin Deep Dive	<ul style="list-style-type: none"> Integrated 2 components of net sales & 13 components of COGS to arrive at contribution margin Information shared with QoE provider to work through complex COS/SGA allocation
Sophisticated Process	<ul style="list-style-type: none"> Creation of three standalone entities from a single G/L; Required bottoms-up Build of Sales – Gross Profit utilizing sales transaction detail Supported sale process to separate buyers for standalone business

RECENT WINS

OUR STORY



\$2.9B Sale To J2 Acquisition Ltd.

Assisted with the sale of serial acquirer by streamlining the consolidation of 105 entities on 18 different ERPs to present consistent consolidated and consolidating financial statements across the entire entity

COMPLEX CONSOLIDATION



\$750M Sale To Perrigo

Assisted multi-national private label consumer products business with several deal outputs including by Customer by SKU Price-Volume-Mix analysis down to margin

"One of the team – huge help to us all."

EXTENSIVE PRODUCTS/CUSTOMERS



\$775M Sale To Fortive

Provided detailed customer cohort and retention analysis for multi-platform construction software provider to understand customer trends across all phases of the construction lifecycle

MULTI PLATFORM ERP