



# Serving Your Needs from Investment to Realization

**Services for Private Equity Groups Investing  
in Manufacturing & Distribution**

Audit | Tax | Advisory | Risk | Performance

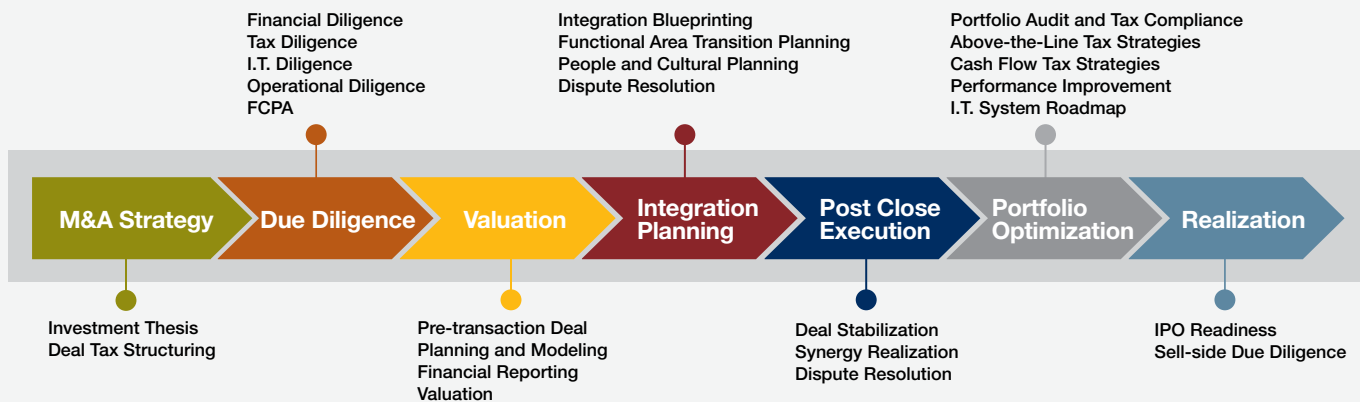
The Unique Alternative to the Big Four®

## Deep Specialization at Every Stage

Achieving the returns your investors demand requires precise execution. From sourcing and evaluating investment opportunities to implementing growth and integration strategies, Crowe Horwath LLP private equity (PE) consultants can provide manufacturing and distribution (M&D) industry expertise throughout the life of your investment.

Crowe can work with you at any stage of your investment cycle.

### M&A Value Chain for Private Equity Transactions



## About Crowe Private Equity

Crowe is one of the largest public accounting, consulting, and technology firms in the United States. From transactions to portfolio and fund solutions, Crowe offers a comprehensive suite of services to help PE firms maximize value. Our strong reputation in both the private equity and M&D industries is built on extensive qualifications including:

- A private equity (PE) client base with a combined total fund size of nearly \$200 billion.
- More than half of our top 50 clients are PE groups.
- Middle-market focus in more than 100 niche manufacturing and distribution sectors.
- Advising on more than 200 M&D deals in the last five years.
- Senior-level involvement throughout the deal life cycle.
- A national and international network for access to local, on-the-ground expertise.
- A hands-on approach with one relationship manager for each PE firm.

Our experience advising on hundreds of M&D deals is the basis for deep expertise in many diverse sectors. We can help you reduce risk, comply with regulation and controls, and implement meaningful improvements in operational, financial, and IT performance.

#### **Food, Beverage and Commodities**

- Optimizing inventory valuation methodologies to reduce tax burden.
- Evaluating price risk exposure on inputs and outputs.
- Accounting for derivatives and hedging activities.
- Initiating operational improvements in support of good manufacturing practices and food safety policies.
- Verifying supply sourcing initiatives support cost-effective procurement of raw materials.

#### **Automotive**

- Accounting for assurance-type or service-type warranties under the new revenue recognition standard.
- Tackling demanding automotive business requirements such as tight EDI integration and release accounting conventions.
- Applying automotive capability maturity model techniques to identify performance improvements.
- Analyzing the impact of continuous cost reduction requirements on profitability.

#### **Metals**

- Assisting with conflict minerals-related needs – from planning to data collection, due diligence, and reporting.
- Approaching financial due diligence with a thorough understanding of unique theoretical yield variances, material cost trends, and pricing conventions.
- Planning for component diversity and significant variances in the types of manufacturing processes required.
- Evaluating aging IT systems and other operational processes to uncover areas where they don't support component variability and make-to-order manufacturing.

#### **Chemicals**

- Understanding the implications of tolling arrangements and the risks associated with processing ownership.
- Evaluating the impact of input price volatility on historical and future profitability.
- Evaluating the company's strategic position relative to competitors.

## **Value Capture in M&A**

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Crowe recently conducted a survey on M&A Value Capture. The study captured responses from deal-makers in diverse sectors and how the characteristics of successful deals differ from those of less successful deals and why a specific deal either builds or loses value at particular points on the M&A transaction value chain.

*"In hindsight we would have had more due diligence, better integration, and more of a role for senior executives."*  
-VP of Corporate Development, chemicals company

*"The right team, strategy, planning, and combined vision helped to deliver value."*  
-Finance Director, food company

*"Two areas that would have added value had we done them differently were deal planning and the execution itself."*  
-VP of M&A, metals company

Download the full survey report at [www.crowehorwath.com](http://www.crowehorwath.com).

## Contact Information

For more information about our private equity M&D industry services, visit [www.crowehorwath.com/mfg](http://www.crowehorwath.com/mfg) or contact:

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Crowe Services*	
<b>Audit</b>	Audit Services: <ul style="list-style-type: none"> <li>■ Financial statement audits</li> <li>■ Benefit plan audits</li> <li>■ Specialized audits</li> <li>■ Fund and portfolio audits</li> </ul> Assurance Services: <ul style="list-style-type: none"> <li>■ Financial reporting</li> <li>■ Accounting advisory</li> </ul>
<b>Tax</b>	<ul style="list-style-type: none"> <li>■ State and local tax</li> <li>■ Federal tax</li> <li>■ International tax</li> <li>■ Private client services</li> <li>■ Compliance outsourcing and technology</li> <li>■ Benefit plan consulting and compliance</li> </ul>
<b>Advisory</b>	<ul style="list-style-type: none"> <li>■ Conflict minerals compliance</li> <li>■ Forensic technology and investigation services</li> <li>■ M&amp;A services</li> <li>■ Operation improvement</li> <li>■ Valuation services</li> <li>■ Corporate finance consulting</li> <li>■ Dispute resolution support</li> <li>■ Restructuring advisory</li> <li>■ Bankruptcy and insolvency services</li> </ul>
<b>Risk</b>	<ul style="list-style-type: none"> <li>■ Business risks</li> <li>■ Regulatory compliance risks</li> <li>■ Technology risks</li> </ul>
<b>Performance</b>	<ul style="list-style-type: none"> <li>■ Enterprise solutions</li> <li>■ Performance Improvement</li> </ul>

Disclaimer: \* In accordance with applicable professional standards, some firm services may not be available to attest clients.