

The McQuillan Group – Fast, Reliable, Customized Due Diligence

The McQuillan Group (TMG) is a boutique financial service firm based in Pittsburgh, with over 15 financial professionals on staff. Since its inception in 2006, TMG has carried out financial due diligence assignments with a transactional value of over \$600 million. We have completed projects for companies up to \$1 billion in revenue across a wide range of manufacturing, distribution and professional service industries.

TMG's highly experienced team helps buyers determine both the risks and the potential upsides associated with a buy-side transaction.

Our due diligence assessments are always tailored to the specific needs and concerns of our client. Typically, these include:

- Quality of Earnings analysis: highlighting the key value drivers of the business and testing the quality and sustainability of EBITDA
- Working Capital analysis: confirming historical levels and trends, and highlighting the sustainable \$ potential of reducing Working Capital using our proprietary WCashPlus® Process
- An assessment of the target company's proposed growth and overall business improvement plans as presented in the CIM and Management Presentation
- An evaluation of the target's accounting policies, the quality of reporting, and the strength of the financial team

Communication between TMG and our client is continual throughout the process, with regular check-ins to ensure that any areas of high concern are immediately flagged and addressed.

TMG also conducts sell side Quality of Earnings assessments, ensuring that our client's accounting systems and financial reports are accurate, easy to access and support a strong valuation of the overall business by prospective buyers.

For further information, contact Kate Guy at marketing@themcquillangroup.com and **416.617.5529**