TresVista
Catalyzing Your Impact

Portfolio Monitoring and Dashboarding

Financial Dashboard for Restaurant Franchise

June 2024

Financial Dashboard for Restaurant Franchise

Creating a Comprehensive Dashboard

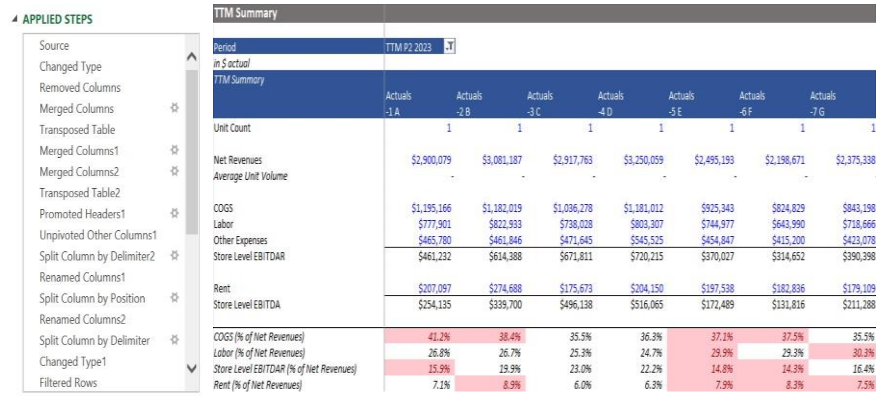
Request Overview

- To prepare a comprehensive dashboard to evaluate and analyze the performance trends of multiple stores that the client, a PE firm in the restaurant franchise business invests in

Final Deliverable and Value Add

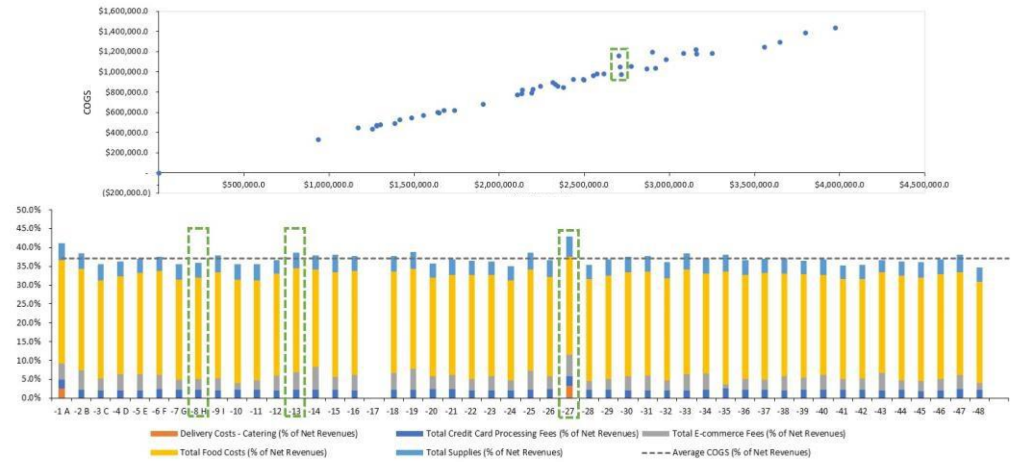
- The final deliverable included monthly, and annual graphical presentation of Revenues, COGS, Labor expenses, and EBITDA calculation, along with a consolidated summary
- The dashboard provided a consolidated view of store performance allowing for easy comparison and identification of trends
- The model helped streamline the process of monthly updates and reduced manual efforts, saving time for both client and the team
- Provided valuable insights for the client to drive growth and efficiency in their business

Output Snapshot



TTM Summary

Period	TTM P2 2023						
in $ actual							
TTM Summary	Actuals -1 A	Actuals -2 B	Actuals -3 C	Actuals -4 D	Actuals -5 E	Actuals -6 F	Actuals -7 G
Unit Count	1	1	1	1	1	1	1
Net Revenues	$2,900,079	$3,081,187	$2,917,763	$3,250,059	$2,495,193	$2,198,671	$2,375,338
Average Unit Volume	-	-	-	-	-	-	-
COGS	$1,195,166	$1,182,019	$1,036,278	$1,181,012	$925,343	$824,829	$843,198
Labor	$777,901	$822,933	$738,028	$803,307	$744,977	$643,990	$718,666
Other Expenses	$465,780	$461,846	$471,645	$545,525	$454,847	$415,200	$423,078
Store Level EBITDAR	$461,232	$614,388	$671,811	$720,215	$370,027	$314,652	$390,398
Rent	$207,097	$274,688	$175,673	$204,150	$197,538	$182,836	$179,109
Store Level EBITDA	$254,135	$339,700	$496,138	$516,065	$172,489	$131,816	$211,288
COGS (% of Net Revenues)	41.2%	38.4%	35.5%	36.3%	37.1%	37.5%	35.5%
Labor (% of Net Revenues)	26.8%	26.7%	25.3%	24.7%	29.9%	29.3%	30.3%
Store Level EBITDAR (% of Net Revenues)	15.9%	19.9%	23.0%	22.2%	14.8%	14.3%	16.4%
Rent (% of Net Revenues)	7.1%	8.9%	6.0%	6.3%	7.9%	8.3%	7.5%



Created a dashboard to consolidate and visualize financials of multiple franchisee stores

Portfolio Monitoring and Dashboarding

Identifying Prospective Investors

June 2024

Identifying Prospective Investors

TresVista
Catalyzing Your Impact

Identifying Prospective Investors for Fundraising

Request Overview

- To create a list of potential LPs who might be interested in taking meetings at an upcoming conference as a part of the fundraising efforts for their upcoming fund
- The client provided a list of conference attendees comprised of single, multi-family offices, and RIAs and another list of competitors for both PE and Credit

Final Deliverable and Value Add

- The team started by identifying all the LPs and categorizing them by type such as Single/ Multi-Family Offices, RIAs, Pension Funds, Endowment Funds etc.
- The team deep-dived into the LPs to determine their allocation to private equity/ private credit. The team used various sources including Preqin, company websites and news articles
- LPs who have allocated to the client's competing firms or are considering allocation to the private equity and private credit asset classes in general were also identified using Preqin
- Cross referenced LP profiles against GP to be certain about the output

Output Snapshot

LP Profile

Snapshot

ASSET CLASS	INVESTING	NEXT 12 MONTHS	TICKET SIZE (MN)	CURRENT | TARGET ALLOCATION (MN)
Private Equity	Considering	-	-	-
Real Estate	No	-	-	-
Hedge Funds	Yes	-	-	-
Infrastructure	No	-	-	-
Private Debt	No	-	-	-
Natural Resources	No	-	-	-

GP Profile

Investors

INVESTOR	NO. OF FUNDS	TYPE	CITY	COUNTRY	ASSET CLASS
Aegon Companies Pension Plan	2	Private Sector Pension Fund	The Hague	Netherlands	PE
Alameda County Employees' Retirement Association	2	Public Pension Fund	Oakland	US	PE
Alaska Permanent Fund Corporation	5	Sovereign Wealth Fund	Juneau	US	PD
Albuquerque Community Foundation	2	Foundation	Albuquerque	US	PE

Output

Final Output

COMPANY	PE EXPOSURE?	PC EXPOSURE?	PLANNED PE ALLOCATION?	PLANNED PC ALLOCATION?	ALLOCATION TO COMPETITORS	COMPETITORS ALLOCATED
Brown Advisory	Yes	Yes	Yes	Yes	Yes	Crescent, Riverstone
Partners Group	Yes	Yes	Yes	Yes	Yes	Levine Leichtman, Wind Point, Bertram, and Apollo
Highlander Partners	Yes	Yes	Yes	Yes	No	No
MSF Capital Advisors	Yes	Yes	Yes	Yes	No	No

Client asked to create a list of high potential LP prospects as a part of the fundraising efforts

TresVista
Catalyzing Your Impact

Investment Diligence and Research

Investment Committee Deck

June 2024

Investment Committee Deck

Tres Vista
Catalyzing Your Impact

Private Equity – GP Led Secondaries

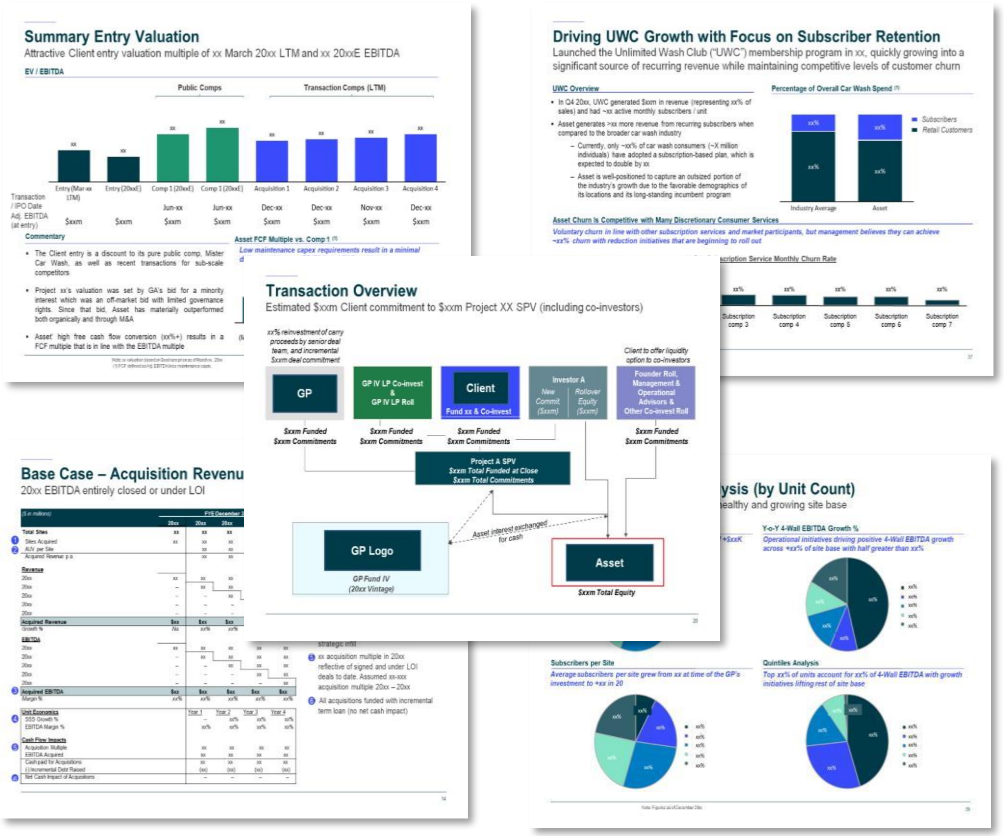
Request Overview

- To build an Investment Committee deck entailing industry research, comparable analysis and valuation, financial modelling, presentation, etc., which are shared with the Limited Partners

Final Deliverable and Value Add

- Analyzed historical customer performance of investments made by the company using the churn rate
- Provided an extra layer of due diligence to understand the effects of COVID
- Conducted structured analysis of customer market data to understand different business dynamics
- Helped the client to better understand the stability of income streams through detailed research of subscription-led market and its influence

Output Snapshot



Assisted in different aspects of the deal ranging from deal overview to creation of the final Investment Committee Deck

TresVista
Catalyzing Your Impact

Investment Diligence and Research

Opportunity Memos Preparation

June 2024

Opportunity Memos Preparation

Evaluated the Investment Opportunities

Request Overview

- Study the opportunity presented by potential deals, and analyze the risks and strengths of them
- Prepare opportunity memos for capital markets and secondary markets
  - In capital market deals, the client extends a line of credit to companies providing loans and advances to end-consumers
  - Secondary market deals involve purchasing existing loan portfolios from other companies
- The client provided company information, loan tape, and the tentative terms for the potential deals

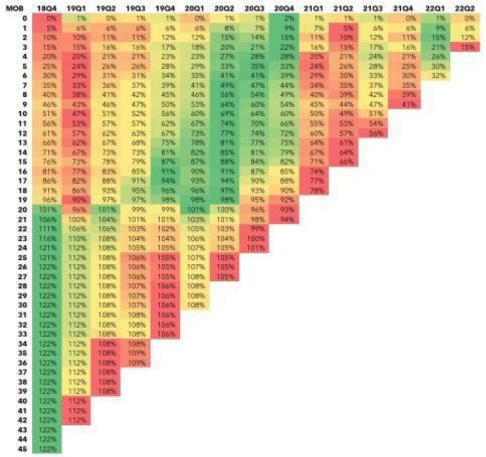
Final Deliverable and Value Add

- Read through the company information and conducted in-depth research on the industry that they operate in
- Assessed the key credit risks and strengths of the investment opportunity and identified ways to mitigate risks
- Analyzed past portfolio performance via loan stratifications and cumulative collection curves analysis
- Collated the data into a brief document, providing all the necessary information for the investment committee to evaluate the deal

Output Snapshot

PORTFOLIO OVERVIEW

Summary	
Active Loan Count	XX
Avg Loan Size	XX
Avg Age	XX
Avg Months Remaining	XX
Avg Term	XX
Maximum Loan Size	XX
Average FICO	XX
Average DPD	XX



LOAN STATUS

Loan Status	#	Principal Balance	Avg Principal Balance	Loan Amount	% of Total	WA Credit Score	Interest Rate	Term	APR	DPD	ACH Enabled	Income	3-Mo Clean
Active	XX	XX	XX	XX	XX	XX	XX	XX	XX	XX	XX	XX	XX
Collections	XX	XX	XX	XX	XX	XX	XX	XX	XX	XX	XX	XX	XX
Paid	XX	XX	XX	XX	XX	XX	XX	XX	XX	XX	XX	XX	XX
Other	XX	XX	XX	XX	XX	XX	XX	XX	XX	XX	XX	XX	XX
Grand Total	XX	XX	XX	XX	XX	XX	XX	XX	XX	XX	XX	XX	XX

TresVista evaluated the investment opportunities within the alternative credit space

Portfolio Monitoring and Dashboarding

Peer Valuation Template

June 2024

TresVista

Catalyzing Your Impact

Peer Valuation Template

Identifying Prospective Investors for Fundraising

Request Overview

- To track the Post-Covid valuation of their portfolio companies in comparison to their peers
- The Client provided the TresVista team with the list of publicly traded peers for each portfolio company to create a valuation analysis for each portfolio company
- Prepare peer valuation template of all the deals done from the clients’ UK office
- Pull Total Shareholder Return, TEV, EBITDA (LTM & NTM), NTM Revenue, Market Indices, Publicly Traded Bond Rate and Fx rates for all the publicly traded peer comparable companies

Final Deliverable and Value Add

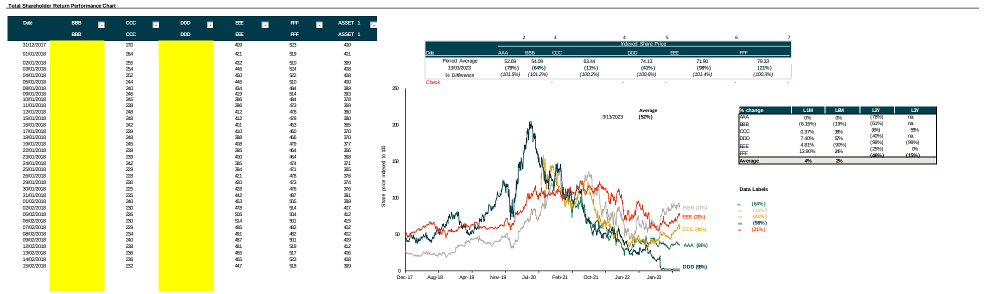
- The final deliverable included an Excel file and a PPT deck. Valuation metrics and Market related data were taken from FactSet and Cap IQ
- The charts’ analysis tables along with the smoothened valuation multiples were displayed on an output sheet and the PPT deck was updated with the new data obtained from the excel analysis
- We also created a streamlined easy to use template helping the client’s team to navigate through all the calculation in the excel, also saving them a lot of time while updating or reviewing them
- Provided additional detail on events when there is a significant movement in the valuation over the last month by citing them in the footnotes

Output Snapshot

Project ABC

Start Date 26/05/2023
IC Date 01/01/2021

	nyse:AAA	nyse:BBB	nyse:CCC	nyse:DDD	nyse:AAA	nyse:BBB	nyse:CCC	nyse:DDD
IQ_COMP	AAA	BBB	CCC	DDD	AAA	BBB	CCC	DDD
Date	TEV	TEV	TEV	TEV	NTM Reve	NTM Reve	NTM Reve	NTM Reve
26/05/2023	#REFRESH	26,582	16,202	1,346,513	0	23,788	33,099	573,543
19/05/2023	3,494	27,578	16,221	1,306,908	0	23,788	33,099	573,516
12/05/2023	3,494	27,151	16,230	1,245,449	0	23,788	33,099	573,516
05/05/2023	3,494	29,887	16,184	1,198,200	0	23,963	33,099	573,594
28/04/2023	3,494	28,678	16,157	1,196,096	0	23,986	33,099	573,701
21/04/2023	3,372	26,624	16,248	1,197,108	0	24,063	33,099	557,180



Created a template that tracks the client’s portfolio’s performance in comparison to their peers on a periodic basis

salessupport@tresvista.com | www.tresvista.com