



Financial & KPI Reporting



**Industry Deep-Dive Research
& Identify Add-ons**



**Comprehensive
Investment Memorandums**

RiverStone Reporting

Company Presentation

Q1 2024

Not for Further Distribution



RiverStone Reporting

*RiverStone is a strategic consultant and affordable
outsourced financial & KPI reporting solution*

Consulting & KPI Services Overview

We assist small businesses and their investors with strategic consulting, financial & operational reporting, and detailed KPI metrics to accelerate growth

- We work with entrepreneurs / founders, lower middle market growth equity & private equity firms, search funds, and family offices on customized reporting solutions
- RiverStone Reporting assists C-suite teams and its investors to enhance financial & operational reporting and generate meaningful KPI metrics to accelerate growth and drive operational improvements
- Our KPI team slices large messy raw data sets to identify valuable trends in recent performance
- Recurring financial reporting services on a monthly or quarterly basis to maintain real-time insights into company performance and trends
- Fraction of the cost of a new full-time junior hire, providing experience, institutional operational and strategic advice



Customized to Meet Client's Objectives



Flexible Pricing with Alignment



Insight into Industry Benchmarking



Strategic Consulting Drives Efficiencies



Outsourced, Unbiased View

Service Offerings



**Detailed
Monthly Financial
Reporting**



**Customized KPI
Reporting Metrics**



**Investor / Board
Presentation
Creation**



**Insightful
Consulting to
Accelerate Growth**

Our flexible approach ensures projects meet our Client's needs, timeline, and designated budget

- We work with clients across a wide variety of project types ranging from financial reporting, operational analyses and KPI metrics to building out extensive 50+ page investment memorandums, industry reports, and quarterly board packages
- We assist sponsors with evaluating competitive landscapes, identifying potential tuck-in acquisitions and being a thought partner around growth
 - Example: Identify 50+ addiction treatment players in New Jersey
- The RiverStone team has experience working in various practice management software systems including Dentrix Ascend (dental) and CentralReach (ABA Therapy)
- We love helping niche small businesses and their sponsors achieve maximum outcomes

Representative Projects

Excel



- Monthly Financial Reporting
- KPI Deep-Dive Analyses
- LBO Return Models
- Budgeting / Forecasting
- 13-Week Cash Flow Projections
- Financial Trends

PowerPoint



- Investment Memorandums
- Case Studies
- Market Research Reports
- Identifying Add-on Acquisitions
- Market Mapping / Benchmarking
- Quarterly Board Materials

RiverStone Clients

- ✓ **CEO's & Founders**
- ✓ **Private Equity / Growth Equity Firms**
- ✓ **Family Offices**
- ✓ **Independent Sponsors**
- ✓ **Search Funds**

We Assist Sponsors

- **Pre-Transaction:** Market studies, themes, industry research, market mapping, and white papers
- **Live Deal Diligence:** Building return models, investment memorandums (50-80 pages), 100-day / value-creation plans, and evaluating competitive landscape
- **Post-Transaction:** Ongoing financial reporting, evaluating monthly KPI metrics, and quarterly board packages

Highly affordable financial & KPI solutions, without sacrificing institutional quality

- Whether you're a small team, have encountered junior-level turnover, or are tied up on multiple live deals or projects, RiverStone offers a seamless outsourced solution so your diligence and portfolio monitoring don't miss a beat
- RiverStone works with clients under a variety of flexible compensation structures to meet their needs and objectives:
 - **Hourly billing** (transparent and submitted with deliverables)
 - **Fixed-project**
 - **Monthly retainer** (optimal for ongoing reporting)
 - **Sweat equity** (*our preference*)
- For many engagements, we rollover the full compensation amount earned into the deal, costing our clients no cash upfront
- Pricing varies depending on the client's exact request and needs

Monthly Reporting



- Develop insightful monthly financial reporting
- Evaluate monthly, YTD and year-over-year trends
- Create KPI metrics and conduct operational analyses
- Assist with data-driven quarterly board packages

Investor Memorandums



- Create 30-80 page investment memorandums to share with prospective LP's
- Build simplified LBO return models and sensitivity return scenarios to support memo
- Develop tear sheets, case studies, and supplemental analysis

Industry Deep-Dives

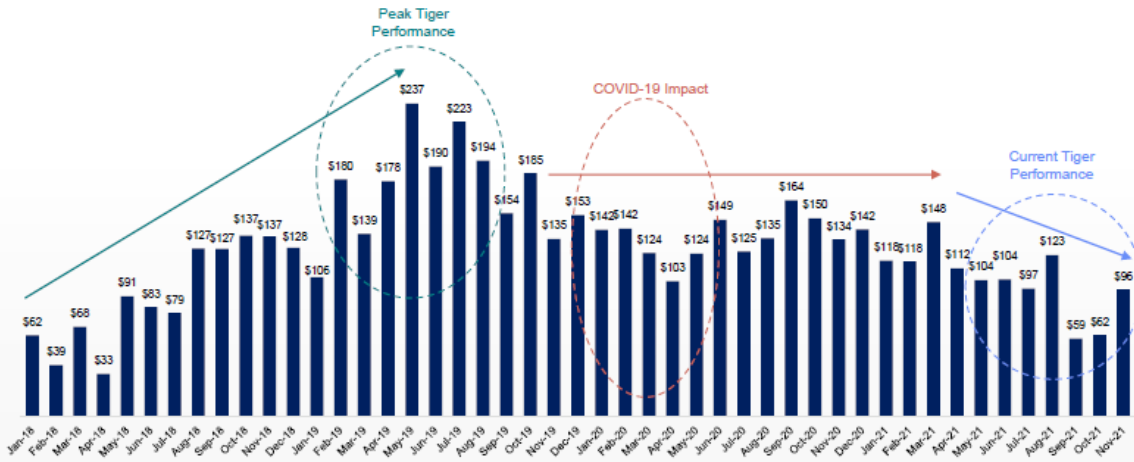


- Evaluate market size, growth, market trends, PE-backed players, and potential regulatory headwinds
- Develop lists of 100-1,000 potential tuck-in acquisitions in niche segments
- Create company profiles on capabilities and differentiation

Highly Analytical KPI's

We work with management teams to build sector-specific KPI, operational, & financial reports to track performance and trends in real-time to help C-suites and their investors make better-informed decisions

Identifying Historical Trends to Drive Future Growth



Production by Provider Trends

Provider	Production					Y-o-Y % Growth		
	2018	2019	2020	2021	1H 21 Amt	'18-'19	'19-'20	'20-'21
[Blinded]	\$2,048,781	\$1,528,193	\$1,275,386	\$1,093,613	\$2,187,226	(25.5%)	(16.4%)	71.5%
[Blinded]	\$247,917	\$468,276	\$668,372	\$1,000,021	\$2,000,042	88.9%	65.4%	130.3%
[Blinded]	\$1,015,547	\$1,342,827	\$1,892,032	\$876,564	\$1,753,127	32.2%	40.9%	(7.3%)
[Blinded]	-	-	\$545,301	\$845,781	\$1,691,563	-	-	210.2%
[Blinded]	\$1,308	\$240,732	\$720,170	\$526,808	\$1,053,616	NM	199.2%	46.3%
[Blinded]	-	\$88	\$627,453	\$542,197	\$1,084,394	-	-	72.8%
[Blinded]	-	-	\$317,384	\$374,961	\$749,922	-	-	136.3%
[Blinded]	\$628,600	\$927,549	\$845,794	\$347,580	\$655,160	47.6%	(8.8%)	(17.8%)
[Blinded]	-	\$5	\$282,851	\$565,702	-	-	-	NM
[Blinded]	-	\$1,119	\$252,836	\$225,687	\$451,374	-	-	78.5%
[Blinded]	-	-	\$191,849	\$383,698	-	-	-	-
[Blinded]	-	-	\$151,477	\$302,955	-	-	-	-
[Blinded]	-	-	\$21,298	\$146,184	\$292,367	-	-	127.2%
[Blinded]	-	-	\$183,039	\$135,204	\$270,408	-	-	47.7%
[Blinded]	-	-	\$79,453	\$156,905	-	-	-	NM
[Blinded]	-	\$50	\$66,083	\$132,166	-	-	-	-
[Blinded]	-	-	\$50,367	\$100,733	-	-	-	-
[Blinded]	\$20,938	\$212,744	\$291,895	\$40,849	\$80,987	916.1%	37.2%	(72.3%)
[Blinded]	-	-	\$17,035	\$34,070	-	-	-	-
[Blinded]	(\$1,245)	-	(\$380)	\$800	\$1,600	(100.0%)	-	(100.0%)
[Blinded]	\$150,669	\$220,982	\$39,938	-	-	46.7%	(81.9%)	(100.0%)
[Blinded]	\$930	\$34,128	\$824	-	-	-	-	(97.6%)
[Blinded]	-	\$108,921	-	-	-	-	-	(100.0%)
[Blinded]	-	\$178	-	-	-	-	-	(100.0%)
[Blinded]	-	\$336	\$100,670	-	-	-	-	NM
[Blinded]	-	\$2,902	\$131,624	-	-	-	-	4435.4%
[Blinded]	-	-	\$16	-	-	-	-	(100.0%)
[Blinded]	-	-	-	-	-	-	-	(100.0%)
[Blinded]	\$644,432	\$914,780	\$56,624	(\$375)	(\$750)	42.0%	(93.8%)	(101.3%)
Total Production	\$4,757,876	\$6,001,754	\$8,170,339	\$6,994,633	\$13,989,265	26.1%	36.1%	71.2%
% Growth	-	26.1%	36.1%	71.2%	-	-	-	-

Identify staffing and provider trends

Customized Monthly Scorecards

Office	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	YTD 2021	YTD 2020	YTD 2019	YTD 2018	YTD 2017	YTD 2016	YTD 2015	YTD 2014	YTD 2013	YTD 2012	YTD 2011	YTD 2010	YTD 2009	YTD 2008	YTD 2007	YTD 2006	YTD 2005	YTD 2004	YTD 2003	YTD 2002	YTD 2001	YTD 2000	YTD 1999	YTD 1998	YTD 1997	YTD 1996	YTD 1995	YTD 1994	YTD 1993	YTD 1992	YTD 1991	YTD 1990	YTD 1989	YTD 1988	YTD 1987	YTD 1986	YTD 1985	YTD 1984	YTD 1983	YTD 1982	YTD 1981	YTD 1980	YTD 1979	YTD 1978	YTD 1977	YTD 1976	YTD 1975	YTD 1974	YTD 1973	YTD 1972	YTD 1971	YTD 1970	YTD 1969	YTD 1968	YTD 1967	YTD 1966	YTD 1965	YTD 1964	YTD 1963	YTD 1962	YTD 1961	YTD 1960	YTD 1959	YTD 1958	YTD 1957	YTD 1956	YTD 1955	YTD 1954	YTD 1953	YTD 1952	YTD 1951	YTD 1950	YTD 1949	YTD 1948	YTD 1947	YTD 1946	YTD 1945	YTD 1944	YTD 1943	YTD 1942	YTD 1941	YTD 1940	YTD 1939	YTD 1938	YTD 1937	YTD 1936	YTD 1935	YTD 1934	YTD 1933	YTD 1932	YTD 1931	YTD 1930	YTD 1929	YTD 1928	YTD 1927	YTD 1926	YTD 1925	YTD 1924	YTD 1923	YTD 1922	YTD 1921	YTD 1920	YTD 1919	YTD 1918	YTD 1917	YTD 1916	YTD 1915	YTD 1914	YTD 1913	YTD 1912	YTD 1911	YTD 1910	YTD 1909	YTD 1908	YTD 1907	YTD 1906	YTD 1905	YTD 1904	YTD 1903	YTD 1902	YTD 1901	YTD 1900	YTD 1899	YTD 1898	YTD 1897	YTD 1896	YTD 1895	YTD 1894	YTD 1893	YTD 1892	YTD 1891	YTD 1890	YTD 1889	YTD 1888	YTD 1887	YTD 1886	YTD 1885	YTD 1884	YTD 1883	YTD 1882	YTD 1881	YTD 1880	YTD 1879	YTD 1878	YTD 1877	YTD 1876	YTD 1875	YTD 1874	YTD 1873	YTD 1872	YTD 1871	YTD 1870	YTD 1869	YTD 1868	YTD 1867	YTD 1866	YTD 1865	YTD 1864	YTD 1863	YTD 1862	YTD 1861	YTD 1860	YTD 1859	YTD 1858	YTD 1857	YTD 1856	YTD 1855	YTD 1854	YTD 1853	YTD 1852	YTD 1851	YTD 1850	YTD 1849	YTD 1848	YTD 1847	YTD 1846	YTD 1845	YTD 1844	YTD 1843	YTD 1842	YTD 1841	YTD 1840	YTD 1839	YTD 1838	YTD 1837	YTD 1836	YTD 1835	YTD 1834	YTD 1833	YTD 1832	YTD 1831	YTD 1830	YTD 1829	YTD 1828	YTD 1827	YTD 1826	YTD 1825	YTD 1824	YTD 1823	YTD 1822	YTD 1821	YTD 1820	YTD 1819	YTD 1818	YTD 1817	YTD 1816	YTD 1815	YTD 1814	YTD 1813	YTD 1812	YTD 1811	YTD 1810	YTD 1809	YTD 1808	YTD 1807	YTD 1806	YTD 1805	YTD 1804	YTD 1803	YTD 1802	YTD 1801	YTD 1800	YTD 1799	YTD 1798	YTD 1797	YTD 1796	YTD 1795	YTD 1794	YTD 1793	YTD 1792	YTD 1791	YTD 1790	YTD 1789	YTD 1788	YTD 1787	YTD 1786	YTD 1785	YTD 1784	YTD 1783	YTD 1782	YTD 1781	YTD 1780	YTD 1779	YTD 1778	YTD 1777	YTD 1776	YTD 1775	YTD 1774	YTD 1773	YTD 1772	YTD 1771	YTD 1770	YTD 1769	YTD 1768	YTD 1767	YTD 1766	YTD 1765	YTD 1764	YTD 1763	YTD 1762	YTD 1761	YTD 1760	YTD 1759	YTD 1758	YTD 1757	YTD 1756	YTD 1755	YTD 1754	YTD 1753	YTD 1752	YTD 1751	YTD 1750	YTD 1749	YTD 1748	YTD 1747	YTD 1746	YTD 1745	YTD 1744	YTD 1743	YTD 1742	YTD 1741	YTD 1740	YTD 1739	YTD 1738	YTD 1737	YTD 1736	YTD 1735	YTD 1734	YTD 1733	YTD 1732	YTD 1731	YTD 1730	YTD 1729	YTD 1728	YTD 1727	YTD 1726	YTD 1725	YTD 1724	YTD 1723	YTD 1722	YTD 1721	YTD 1720	YTD 1719	YTD 1718	YTD 1717	YTD 1716	YTD 1715	YTD 1714	YTD 1713	YTD 1712	YTD 1711	YTD 1710	YTD 1709	YTD 1708	YTD 1707	YTD 1706	YTD 1705	YTD 1704	YTD 1703	YTD 1702	YTD 1701	YTD 1700	YTD 1699	YTD 1698	YTD 1697	YTD 1696	YTD 1695	YTD 1694	YTD 1693	YTD 1692	YTD 1691	YTD 1690	YTD 1689	YTD 1688	YTD 1687	YTD 1686	YTD 1685	YTD 1684	YTD 1683	YTD 1682	YTD 1681	YTD 1680	YTD 1679	YTD 1678	YTD 1677	YTD 1676	YTD 1675	YTD 1674	YTD 1673	YTD 1672	YTD 1671	YTD 1670	YTD 1669	YTD 1668	YTD 1667	YTD 1666	YTD 1665	YTD 1664	YTD 1663	YTD 1662	YTD 1661	YTD 1660	YTD 1659	YTD 1658	YTD 1657	YTD 1656	YTD 1655	YTD 1654	YTD 1653	YTD 1652	YTD 1651	YTD 1650	YTD 1649	YTD 1648	YTD 1647	YTD 1646	YTD 1645	YTD 1644	YTD 1643	YTD 1642	YTD 1641	YTD 1640	YTD 1639	YTD 1638	YTD 1637	YTD 1636	YTD 1635	YTD 1634	YTD 1633	YTD 1632	YTD 1631	YTD 1630	YTD 1629	YTD 1628	YTD 1627	YTD 1626	YTD 1625	YTD 1624	YTD 1623	YTD 1622	YTD 1621	YTD 1620	YTD 1619	YTD 1618	YTD 1617	YTD 1616	YTD 1615	YTD 1614	YTD 1613	YTD 1612	YTD 1611	YTD 1610	YTD 1609	YTD 1608	YTD 1607	YTD 1606	YTD 1605	YTD 1604	YTD 1603	YTD 1602	YTD 1601	YTD 1600	YTD 1599	YTD 1598	YTD 1597	YTD 1596	YTD 1595	YTD 1594	YTD 1593	YTD 1592	YTD 1591	YTD 1590	YTD 1589	YTD 1588	YTD 1587	YTD 1586	YTD 1585	YTD 1584	YTD 1583	YTD 1582	YTD 1581	YTD 1580	YTD 1579	YTD 1578	YTD 1577	YTD 1576	YTD 1575	YTD 1574	YTD 1573	YTD 1572	YTD 1571	YTD 1570	YTD 1569	YTD 1568	YTD 1567	YTD 1566	YTD 1565	YTD 1564	YTD 1563	YTD 1562	YTD 1561	YTD 1560	YTD 1559	YTD 1558	YTD 1557	YTD 1556	YTD 1555	YTD 1554	YTD 1553	YTD 1552	YTD 1551	YTD 1550	YTD 1549	YTD 1548	YTD 1547	YTD 1546	YTD 1545	YTD 1544	YTD 1543	YTD 1542	YTD 1541	YTD 1540	YTD 1539	YTD 1538	YTD 1537	YTD 1536	YTD 1535	YTD 1534	YTD 1533	YTD 1532	YTD 1531	YTD 1530	YTD 1529	YTD 1528	YTD 1527	YTD 1526	YTD 1525	YTD 1524	YTD 1523	YTD 1522	YTD 1521	YTD 1520	YTD 1519	YTD 1518	YTD 1517	YTD 1516	YTD 1515	YTD 1514	YTD 1513	YTD 1512	YTD 1511	YTD 1510	YTD 1509	YTD 1508	YTD 1507	YTD 1506	YTD 1505	YTD 1504	YTD 1503	YTD 1502	YTD 1501	YTD 1500	YTD 1499	YTD 1498	YTD 1497	YTD 1496	YTD 1495	YTD 1494	YTD 1493	YTD 1492	YTD 1491	YTD 1490	YTD 1489	YTD 1488	YTD 1487	YTD 1486	YTD 1485	YTD 1484	YTD 1483	YTD 1482	YTD 1481	YTD 1480	YTD 1479	YTD 1478	YTD 1477	YTD 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RiverStone work hand-in-hand with management teams and their sponsors to develop more organized, KPI-driven discussions around value creation and growth drivers to achieve their goals

RiverStone Reporting Value Proposition

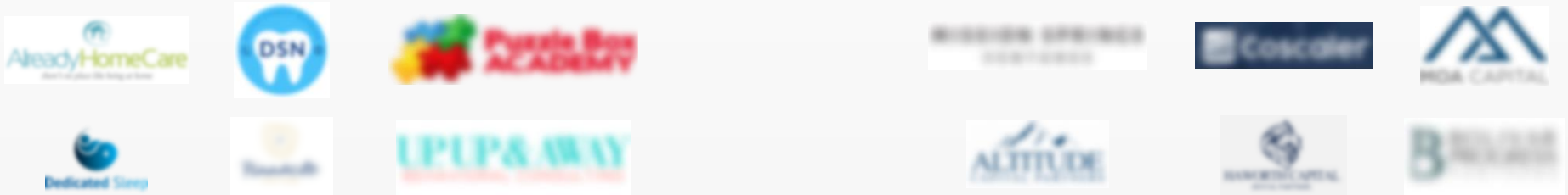
Value to Business Owners

- Detailed monthly and quarterly reporting
- Analytics around growth trends and cost optimization to improve margins
- KPI reporting around providers, payors, procedures, collections, and staffing
- Company presentation to raise capital via bank loan or institutional investors
- Industry research and market mapping to understand competitive landscape



Value to Financial Sponsors

- Develop detailed investment memos on new platform opportunities
- Build financial models and budgets / projections to analyze return scenarios
- Conduct industry research and build market reports on sub-sectors of interest
- Competitive landscape / benchmarking analysis
- Identify add-on acquisitions to scale new or existing platform investments



Why Work with RiverStone?

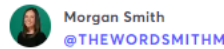
The labor market is as challenging as ever in recruiting and retaining high-quality junior talent. With RiverStone, you gain institutional talent at a fraction of the cost.



GET AHEAD

Gen Z and millennials are leading 'the big quit' in 2023—why nearly 70% plan to leave their jobs

Published Wed, Jan 18 2023 12:14 PM EST



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No more explaining basic excel formulas and teaching formatting. RiverStone is turnkey

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ECONOMY | THE OUTLOOK

Get Ready for the Full-Employment Recession

Job growth is soaring yet output is falling, by one measure. Blame a historic slump in productivity.

By [Gwynn Guilford](#) [Follow](#)

June 3, 2023 8:00 am ET



We look to develop long-standing client relationships, assisting our top customers for an average of 3.3 years, creating strong alignment and cohesiveness

RiverStone vs. New Junior Hires

RiverStone Reporting is a turnkey, long-term partner in assessing investment opportunities at a fraction of the cost of a junior full-time hire



RiverStone Reporting

Experience

✓ **Vice President – 7+ years of avg. IB & PE Experience**

Training

✓ **80-100 hour work weeks pre-pandemic in the office**

Tenure

✓ **Work with our clients for an average of 3.3 years (many are 5+ years)**

Effectiveness

✓ **Ambitious, results-oriented, efficient self-starter generating institutional materials and incremental value-add**

Cost

✓ **Flexible, variable cost structure with no 401K, PTO, benefits, headhunter fees**

Industry Norm

✗ **“We don’t utilize 1099’s as they’re offshore, underqualified resources”
(Note: we are a fully U.S.-based team)**

New Junior Associate Hire

✗ **Analyst / Associate with <2 years of IB experience or previously worked in Big 4 or Consulting**

✗ **50-70 hour work weeks with hands-off Zoom training**

✗ **Most Associates turnover in 1.2-1.8 years from onboarding**

✗ **Still learning excel shortcuts, requires significant oversight, and unplugs at 6pm**

✗ **Fixed cost structure, requiring 401K, benefits, headhunter fees, and 10-20 days of PTO**

✓ **“We just hired a new class of investment Associates”**

Typical Stage of Company

Whether a start-up, high-growth, or mature business, RiverStone Reporting can assist your team in evaluating financial and operational trends to make better-informed decisions

We Assist Companies at All Stages of Growth

RiverStone Reporting	Early Stage	Later Stage	Growth Equity	Lower Market Buyouts	Mid-Market Buyouts	Mega Fund Buyouts
Operating History	<3 years	<5 years	2 – 10 years	5 – 25 years	10 – 100 years	10 – 100 years
Profitable?	No	No	Maybe	Yes	Yes	Yes
Valuation Type	Revenue Multiple	Revenue Multiple	Revenue Multiple	EBITDA Multiple	EBITDA Multiple	EBITDA Multiple
Potential Investor	Venture Capital	Venture Capital	Venture Capital, Growth Equity, Private Equity	Private Equity (<\$500M)	Private Equity (\$500M - \$3B)	Private Equity (>\$3B)

RiverStone Client Testimonials

"Working with the RiverStone team was excellent and would give them 6 out of 5 stars. They created an investor presentation, helped develop a 100-day plan for our first portfolio company, and provided unparalleled consulting on the private equity space along the way. Would absolutely hire again."

*Managing Partner
Newly Founded Private Equity Firm*

"RiverStone was a pleasure to work with. The team is incredibly efficient, timely and responsive. They are creative, knowledgeable, and take direction well. The final product for us needed very little to any changes. They are incredibly proactive and executes deadlines with ease. I would recommend for anyone to work with RiverStone as their team is the utmost professional in their work. Thank you!"

*Investment Professional
Well-known Family Office*

"The RiverStone team was outstanding to work with. They put together a robust 70-page investor presentation on a niche business that is not easy to understand. The presentation is extremely professional and well-received by institutional investors who were impressed by the level of detail, formatting, and comprehensiveness of the materials. We'll be leveraging the RiverStone team going forward on new deals!"

*Managing Partner
Growth Equity Firm*

"Ever since RiverStone reached out, we've used their team for monthly financial reporting and quarterly board packages. The team has an in-depth knowledge of the ABA therapy space and had prior experience in extracting data from CentralReach, our practice management software. RiverStone pulled out valuable KPI insights around staffing, payor rates, same-store growth by clinic, and provider trends that we had not previously been aware of. I highly recommend their services."



*CEO
ABA Therapy Company*



**RiverStone
Reporting**

Helping small business owners take the next step

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Make better-informed, data-driven, real-time decisions to accelerate growth