

FINANCIAL & RELATED SERVICES

MARKETPLACE VOLATILITY. INTENSE REGULATORY SCRUTINY. TAX AND COMPLIANCE DEMANDS.

You deal with this every day, and we can help. Over the decades, we've guided start-up and long-established financial and investment companies through every type of economic environment. Berdon's comprehensive support service helps you:

- Stay compliant and protected in a strict regulatory environment
- Build a tight and efficient operation
- Make informed business decisions at any stage of a transaction

Berdon Financial Services Group advises hedge funds, private equity funds, venture capital companies, broker-dealers and management companies. The Berdon service team's approach:

- Hands on partners available 24/7
- Ahead of changing regulations through participation in professional committees
- Dedicated federal, state, and international tax teams
- Decades of experience advising the financial sector
- Transaction strategists — evaluating from a business, economic, and tax perspective

COMPLIANCE — PROTECTION WITH CONFIDENCE

ASSURANCE

To guide your organization in operating efficiently and adhering to the latest regulations, we offer a range of services, among them:

- Certified audits, reviews, and compilations
- Verification of performance results
- Budget analysis
- Establishment of financial reporting systems
- Regulation of compliance
- Compliance with surprise audits
- Assistance with SEC filings
- Other agreed-upon procedures

TAX

Whether the issue is local, national, international, or a complex blend of all three, you can tap into Berdon professionals who concentrate in the specific areas of taxation. Our tax partners, many of whom are attorneys as well as CPAs, bring a broad and experienced perspective across a spectrum of tax services.

- Fund and management company tax returns and K-1 preparation
- Guidance on federal, state, local, and international tax laws and regulations
- Approaches for characterizing income — ordinary vs. capital gains
- Estimates of taxable income
- Alerts on proposed or pending law changes with advice on being prepared
- Representation before the IRS
- Strategic tax services and estate planning for principals

OPERATIONS AND MANAGEMENT—FOSTERING EFFICIENCY

Whether you're starting from the ground up or refining your existing operation, Berdon helps identify effective arrangements. Working closely with leadership and counsel, we advise on:

- Increasing operating efficiency
- Internal control design and review
- Management company staffing, backoffice support, and operating cash requirements
- Shareholder and operating agreements
- Management fee and incentive allocation structure
- Compensation and benefits
- Regulatory issues associated with employee stock ownership plans (ESOPs)
- Integrating estate and financial planning objectives with management company structure
- Lease negotiations
- New entities — evaluate and recommend organizational structure, offshore jurisdictions, and service providers

TRANSACTIONS—FROM STRATEGY TO DUE DILIGENCE

We vigorously explore transactions with an all-encompassing, strategic approach. Our due diligence process combines attention to detail with inquisitive analyses to determine whether the transaction makes business and economic sense.

ADVISORY

- Isolate and develop an appropriate transaction structure
 - Implications for the existing organization
 - Impact on your personal financial situation, tax position, and estate plan
- Evaluate financing options
 - Locate sources of working capital
 - Prepare strategic plans and financial projections
 - Gauge risks of various financing alternatives
 - Coordinate the negotiations between you and the financing source

DUE DILIGENCE

- Research acquisition candidates and make the initial contact
- Review offering documents and fund agreements
- Establish the value of the targeted business
- Evaluate the asking price
- Advise on negotiation points
- Develop financial projections to see if the transaction makes business sense
- Build models to assess the near-term economics and long-term profitability
- Validate the data and records related to valuing the business
- Stay on call to consult after the transaction