

Strategic Sourcing and Supply Chain Services

OVERVIEW

WORLD CLASS SOURCING
MIDDLE MARKET FOCUS

We help lower & middle market companies increase profitability through material cost improvements, indirect expense reductions, and manufacturing efficiencies. With hands-on experience in private equity and on the front lines of manufacturing and purchasing, we bring a unique perspective and a history of results to manufacturing and value added distribution businesses.

CLIENT FOCUS

- Product based businesses with repeatable, predictable, and strategic material purchases (i.e. categories >\$1M)
- Typically companies with annual revenues of \$20M to \$500M+

COST REDUCTION PROCESS

Our process is optimized for lower & middle market companies. During execution, we balance “do it for me” with “do it with me” to avoid taxing resources while ensuring the team has the tools and training to sustain results. We offer fully contingent pricing with no upfront retainers for most of our projects, making Forsyth a risk-free source for your supply chain improvements.



FORSYTH ADVISORS IS UNIQUELY QUALIFIED TO IMPROVE EARNINGS

Operational Perspective

As career manufacturing, distribution, and purchasing executives we understand the importance of structuring long term solutions that benefit both the front lines and the bottom line.

Big Company Toolkit

Our executives developed and deployed a wide variety of supply chain and manufacturing best practices at several world class companies, including General Electric.

Private Equity Experience

Having been private equity employees, we understand the goals and constraints of operating companies. We ensure results are sustainable through complimentary acquisitions, organic growth, and divestiture.

Small Company Success

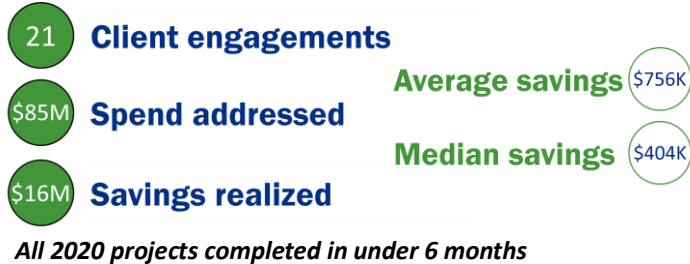
We have helped over 250 middle market clients over the last 20 years. Our functional expertise in strategic sourcing delivers measurable results with a guaranteed return on investment.

OPERATING EXECUTIVES • PRIVATE EQUITY EXPERIENCE • MIDDLE MARKET FOCUS

2020 PROJECT SUMMARY

Forsyth works collaboratively with our clients to deliver customized solutions with measurable and sustainable value. Our results in 2020 highlight how we deliver big value to a small group of financially motivated companies:

FINANCIAL RESULTS



PROJECT HIGHLIGHTS

- Helped 6 clients move out of China
- Completed 7 freight projects averaging 18% savings
- 60% of spend placed with USA suppliers
- Worked with suppliers on 4 continents, 11 countries
- Addressed 32 unique direct material categories

DUE DILIGENCE SERVICES

We support your acquisition efforts with analysis and insights on a company's supply chain and procurement risks and opportunities. Our output helps both investors and lenders understand the favorable and unfavorable impact of a company's supply chain. We get involved at any stage of the process from teaser through LOI with no upfront costs.

- Over \$10M in savings identified in 2020 diligence engagements
- 70% of acquired companies engage Forsyth post-close to reduce cost and/or supply chain risk
- Deployed supply chain diversification strategies in first 100 days for 6 acquisitions
- Provided interim resources for 2 carve-outs post-close

REPRESENTATIVE ENGAGEMENTS

 WE POWER HOMES <i>a portfolio company of</i>  Electrical Products	 <i>a portfolio company of</i>  Personal Care	 <i>a portfolio company of</i>  Food and Beverage	 <i>a portfolio company of</i>  Contract Packager	 <i>a portfolio company of</i>  Consumer Products
 <i>a portfolio company of</i>  Industrial Products	 <i>a portfolio company of</i>  Nutraceuticals	 <i>a portfolio company of</i>  Heavy Industrial	 <i>a portfolio company of</i>  Consumer Products	 <i>a portfolio company of</i>  Heavy Industrial