

Cedarcroft Consulting

Reviving companies. Saving Jobs.

Turnarounds. Restructuring. M&A.

For 24 years, as an expert in business turnaround for the lower and middle market, and the most trusted resource to bankers and lenders, Cedar Croft and its founder Patrick Walsh have revived hundreds of companies in trouble, prepared them for exit, or positioned them for growth. Around \$2.5 billion enterprise value has been preserved, and more than 50,000 jobs have been saved by our work. We are in the process of opening more offices in Los Angeles and Miami.

We are both turnaround experts and M&A specialists in a variety of industries, with a focus in manufacturing, processing and distribution, both in North America and Globally. As business' "surgeons", we diagnose and breathe life to ailing companies and make them healthy and thrive. As M&A specialists, we facilitate exits at optimal value.

We have combined experience of over 300 years. Our 9 highly seasoned consultants complement each other's skill sets. We tackle large and complex problems at a value-packed rate for our customers, since we are not bloated with large consulting firms' overhead.

The companies we help are usually privately owned by founders, second or third generation family members, or private equity groups.

Securing financing through repairing banking relationships is one of our many tools. We excel at bridging the gap between lenders and borrowers.

We work closely with commercial banks' portfolio managers and workout teams, such as BofA, Wells Fargo, PNC, Citibank, HSBC, M&T Bank, Webster, KeyBank, Chase, etc. We also work with alternative lenders' special assets professionals. We collaborate with bankruptcy lawyers, accounting firms, liquidators, claims agents, appraisers, M&A attorneys and other professionals.

Cedar Croft only uses highly experienced consultants on clients' engagements. By using clients' existing resources such as their own staff and service providers, we keep the cost down, so clients get more bang for their buck spent on our services. We are cost conscious for our clients, but we do not ever cut any corners.

We prioritize communication and transparency by building regular updates with both clients and bankers into our protocols. We bring calmness and control to hectic situations, with creative problem solving in the most challenging situations.

Seasoned professional staff with experience in a variety of disciplines enables us to help you

improve profits across all industries, especially:

- Technology (Personal Computers, Semiconductors, robotics, SaaS, AI, machine learning, big data, data science, IoT, firmware, wearables and attachable devices, medical devices, etc.)
- Automotive supply chain (Tier II Suppliers and Parts Distributors & suppliers)
- Transportation and Logistics (ground, air, sea,) shipping, delivery
- Life science, bio tech, Pharmaceuticals
- Food manufacturing and processing (Dairy/Cheese, Meats, Chocolate); Nutraceuticals (supplements)
- Cannabis farming, growing, processing
- Packaging and Private Label Processing
- Sustainable and recycling manufacturing and products, Green energy (solar, wind, etc.)
- Building products
- Printing and Paper Distribution
- Oil and Gas, Petrochemicals

In retail, wholesale, and distribution areas, we serve companies mostly in these areas:

- Department stores, apparel, footwear, specialty products and all consumer products stores
- Warehousing and transportation
- Cannabis retail stores, CBD, cannabis products
- Auto repair and service shops, auto dealers.

Our turnaround and M&A services further expand into agriculture, Ag-tech, hydroponics, government services, B2B and B2C services, healthcare, commercial real estate.

Cedarcroft Consulting - reviving companies and saving Jobs for more than two decades, with business turnaround, restructuring, and M&A.

(3/2021)