

SDR VENTURES – BUSINESS SERVICES DIVISION

COMPLIANCE CONSULTANTS M&A OVERVIEW



COMPLIANCE CONSULTANTS M&A GUIDEPOSTS

ACQUISITION VALUE DRIVERS

- Highly experienced team capable of performing CCO level tasks
- Relentless commitment to keeping up with ever-changing compliance requirements
- Ability to convert complex regulations into easy to understand and apply methods
- Deep knowledge of clients' unique challenges and ability to anticipate their compliance needs
- Firms focused on custom-tailored services ranging from comprehensive compliance solutions to high-level project-based consulting

RECENTLY COMPLETED TRANSACTION



Compliance Resource Partners, Inc.

- Founded in 2001 and based in Highlands Ranch, Colorado
- Specializes in serving Investment Advisory Firms and RIAs
- ACA's 5th acquisition since acquiring Foreside in 2021
- The efficiency of the process resulted in a **start-to-finish time frame of 4.9 months**
- SDR's process **increased the valuation 160%** from the initial unsolicited offer

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THE SDR VENTURES DIFFERENCE

CONSIDERATION

Increase your company's value through a competitive auction process with highly-targeted buyers. **Valuations in the Compliance industry have never been higher.** SDR is available to perform customized valuations.

CERTAINTY OF CLOSE

Leverage SDR's long-standing relationships with vetted industry professionals and corporate buyers. On average, only 20-30% of deals close. **SDR's close rate is 88%.**

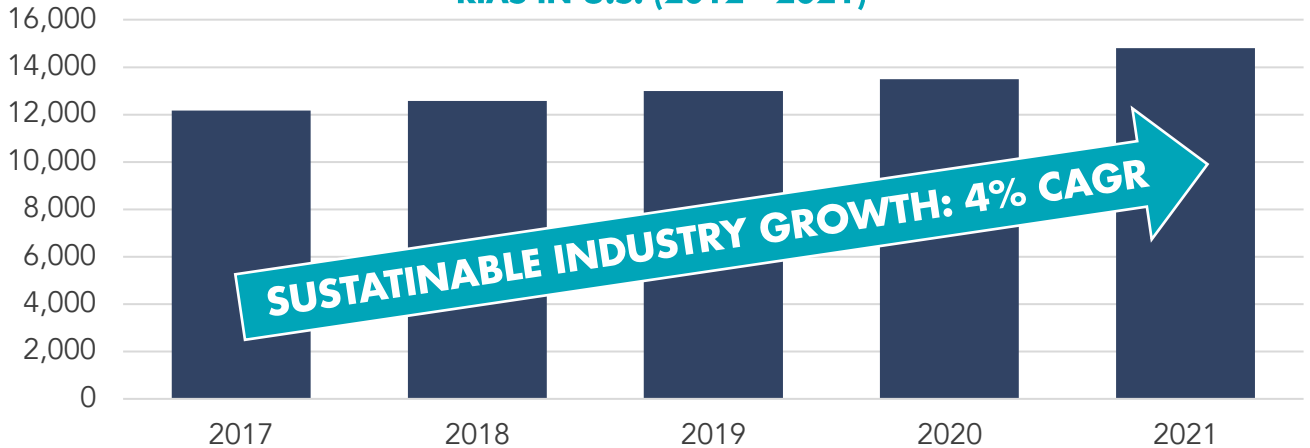
CLOSURE

SDR will create a menu of options so you can sell or recapitalize with the partner that will fit post-close objectives most important to you. **We provide a holistic approach to every client.**

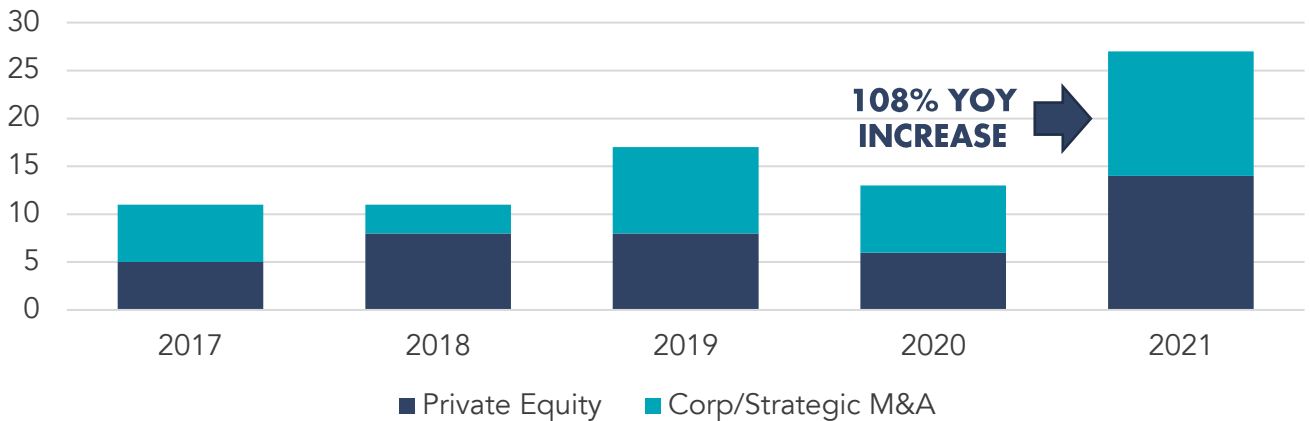
COMPLIANCE CONSULTANTS M&A AND INVESTMENT SNAPSHOT

The M&A landscape for Compliance Consulting firms is actively heating up, with well-positioned firms achieving record high valuations and market interest. For many compliance consulting firms specializing in the financial services sector, this is being driven by the strength of their customer base (particularly RIAs). As RIAs begin to shift their attention towards providing premium customer service, they are looking to outsource many of their "back-office" activities, especially compliance.

RIAS IN U.S. (2012 - 2021)



COMPLIANCE CONSULTING FIRMS – ACQUISITION TREND



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For the past two decades, SDR Ventures has been a valuable resource and advisor for founders and entrepreneurs in the Business Services industry. SDR's experience has placed it at the leading edge of the market, giving you a distinct advantage when you choose to seek investments to grow your business or exit.

Learn more at sdrventures.com.