



## **John Samore III | CPA, CFE, MBA**

### Quality of Earnings and Financial Due Diligence

On the behalf of a variety of clients including Individual Investors, Investment Groups, Capital Advisors, Private Equity and Hedge Funds, performed a variety of analysis that includes comparing Year over Year activity for Sales, Inventory, Accounts Receivable, Accounts Payable, and Cash to Revenue reconciliations, oftentimes taking a deeper assessment of what is presented on the surface.

John has also provided Working Capital assessments, adjustments to EDITDA, and applications of Sources and Uses of cash, as well as identifying internal control weaknesses and making recommendations to improve upon those weaknesses. A selection of the target companies, spanning a variety of industries for either investment, acquisition, or to provide cash or other financing are as follows and listed by annual revenue:

\$78 million – E-commerce wholesaler and retailer of adult toys, novelties, and marital aids looking to sell its operations.

\$61 million – Specialized industrial manufacturer of seals, gaskets, and insulation used across a variety of industries, including aircraft and automotive.

\$14 million – Three family care clinics looking to consolidate along with other similar practices in the AZ to increase patient care, expand services, and capitalize on the economies of scale for both administrative functions and supply purchases.

\$35 million – Two separate FL based hardware stores and lumber yards being combined with similar businesses to maximize economies of scale for administrative function and increasing purchase power for better pricing and higher rebates.

\$20 million – A media software solution company with operations in both the US and Mexico was being considered by an investment group.

\$10 million – A rental lighting and rigging company servicing the entertainment industry.

\$ 8 million - A newly formed Retail store looking to open additional locations that sells electronics, appliances, furniture and other fashion products that caters to the Hispanic market by offering direct credit to its customers where traditional banking credit is difficult to obtain.

\$ 5 million – Spa and wellness center with over ten locations in CA and NV looking for a capital infusion to expand its operations.

\$ 4 million – Healthcare manufacturing and distribution company that specializes in artificially powered skin and wound care treatment products.