

# Vardis Exclusive Advisors

# Vardis Pre-Deal Services: Talent For Every Stage Of The Deal Cycle



## Exclusive Advisors

- **Introductions** to exclusive advisors, operators & EIR's
- Our advisors work **exclusively** for your firm, ensuring a competitive edge.
- 3rd party, **arms-length insights and data collection** on current and former executives and competitors
- Gain insights from experts to validate or challenge your investment thesis.

## Pre-Deal Search

We'll introduce executives who are ready to start on day one, helping you achieve:

- **Investment Committee Support:** Secure approval with pre-vetted executives
- Improved returns & shortened holding period with a turnkey leadership team.
- **Confidentiality** through pre-approved candidate approaches to preserve confidentiality

## Talent Due Diligence

- Full **referencing** of key executives minimize mis-hire risks
- Independent **assessment** of current and prospective executives' strengths and weaknesses
- **Benchmark** executives/teams against competitors  
Transcribed interviews with key insights
- Enable faster "support or replace" decisions

# Vardis Exclusive Advisors

## / OVERVIEW

For PE firms seeking a competitive edge, we'll connect you with industry-specific experts who are exclusively dedicated to your firm, offering strategic insights and supporting during the due diligence process and beyond.

01



### Exclusive Advisors

Our experts are committed exclusively to you, providing you with a competitive edge as they won't be advising your competitors on the same deal.

02



### Exclusive Insight & Perspective

Connect with a network of industry-specific advisors who can offer insights during due diligence and throughout the investment lifecycle.

03



### Informed Decision-Making

Gain insight from industry experts to support or challenge the Investment Thesis.

# Kidde Fenwal Spin-Out Case Study: Talent Due Diligence, Advisors & Management Team Build-Out

## / CLIENT MANDATE:

Kidde Fenwal, a 150-year-old fire protection company, was being spun out of Carrier as a standalone entity. Our client sought expertise to understand better the global market for gaseous fire suppression systems and the relative positioning of Kidde Fenwal's in its key markets.

In addition to advisory support, our client wanted to identify and recruit a CEO who could ensure they got off to a fast start if/when the deal closed.

## / VARDIS OUTCOMES

The global market for gaseous fire protection systems is dominated by four main players, including Kidde Fenwal. Our client had spoken to a few industry executives through one of the expert network companies. They were keen to get a unique, proprietary perspective on the business instead of one shared with every other investor in the bid process. Vardis was able to identify several non-conflicted former executives from Kidde Fenwal's key competitors who were willing to work with its client on an exclusive basis to provide proprietary insight into the market, key customers, and channel partners.

Following the successful close of the deal, one of the advisors who had supported our client in the transaction joined the company as CEO. She had previously led the gaseous fire suppression systems business within one of Kidde Fenwal's key competitors and knew the channels, customers and technology well. She had since joined a large, well respected PE firm as operating partner and had no work restrictions or conflict of interest issue to prevent her joining the Company.

## / KIDDE FENWAL OUTCOMES

Within 6 months of close, EBITDA has doubled, and the project pipeline is robust. The year end valuation (in conjunction with FASB ASC 820) indicates a sharp uptick in value due to both EBITDA growth and the multiple expansion Pacific Avenue has realized based on the anticipated complexity of the carve-out, which is also ahead of schedule.

# Vardis Pre-Deal Track Record

# ／ Vardis Pre-Deal Track Record

The logo for Biffa, featuring the word "Biffa" in a bold, red, sans-serif font.The logo for CIVITAS SENIOR LIVING, featuring a circular graphic of blue dots of varying sizes to the left of the text "CIVITAS SENIOR LIVING" in a blue, sans-serif font.The logo for EVONIK, featuring a stylized purple "E" symbol followed by the word "EVONIK" in a purple, sans-serif font.The logo for Lifescan, featuring the word "Lifescan" in a blue, cursive font with a cluster of small, colorful dots to the right.The logo for Diversey, featuring the word "Diversey" in white, sans-serif font inside a blue, leaf-like shape.The logo for Agrium, featuring the word "Agrium" in a black, serif font with a green leaf-like graphic to the left.The logo for BSN medical, featuring the text "BSN medical" in blue, sans-serif font with a red swoosh underline.The logo for KETER APLEONA, featuring the word "KETER" in white, sans-serif font inside a red rounded rectangle, followed by the word "APLEONA" in a red, sans-serif font.The logo for concardis nets group, featuring the text "concardis" in blue, sans-serif font above "nets group" in a smaller blue, sans-serif font, with three blue dots to the right.The logo for ACETOW SOLVAY, featuring the word "ACETOW" in small black font above a blue stylized "S" logo, with the word "SOLVAY" in blue, sans-serif font below.The logo for LanguageLine Solutions, featuring the text "LanguageLine Solutions" in white, sans-serif font inside a blue rounded rectangle.The logo for Watermill Group, featuring a stylized "W" and "G" inside a circle, with the text "Watermill Group" in black, sans-serif font below.The logo for OS OBER SCHARRER GRUPPE, featuring a stylized "OS" inside a circle, with the text "OBER SCHARRER GRUPPE" in blue, sans-serif font below.The logo for PERMASTEELISA GROUP, featuring a blue stylized mountain or wave graphic above the text "PERMASTEELISA GROUP" in black, sans-serif font.The logo for RS Resin Solutions, featuring a blue stylized drop shape containing the letters "RS" in red, with the text "Resin Solutions" in black, sans-serif font to the right.The logo for Outerwall, featuring the word "Outerwall" in blue, sans-serif font next to a blue circular graphic with a white swoosh.The logo for QUICKFITTING, featuring a red gear-like icon followed by the text "QUICKFITTING" in black, sans-serif font.The logo for MITSUBISHI CHEMICAL, featuring the red Mitsubishi three-diamond symbol followed by the text "MITSUBISHI CHEMICAL" in black, sans-serif font.The logo for SPARTECH, featuring a blue stylized wave or swoosh graphic followed by the text "SPARTECH" in blue, sans-serif font.

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**WILD**



**Progress Rail**  
*A Caterpillar Company*

