

# Clearwater International

## Financial Modelling and Data Analysis



## Designing and delivering financial models tailored to support key decision-making in your business.

Our experienced financial modelling team build bespoke tools to support business planning, forecasting and transactions.



**Financial modelling** – design and build a variety of financial models, providing confidence to all stakeholders involved



**Model amendments and suitability reviews** – adapt and advise on existing financial models to make them fit for purpose



**Data analysis** – combine, analyse, simplify, and visualise complex data from a variety of sources to provide insight and enable data-driven decision-making

*“We offer flexible, tailored solutions which truly reflect what drives the performance of our client’s business.”*

## Solutions

The team offers a breadth of modelling solutions that are tailored to suit the individual needs of our clients:

- Strategic planning models to evaluate business decisions
- Corporate transactions modelling to assess the value and risks of specific M&A activities
- Operational change modelling to test alternative strategies and quantify their impact
- Corporate planning and budgeting analysis to support specific business decisions

We employ a collaborative approach in order to identify the key design and specification requirements of a model, while our review and refine approach aims to delivery a clear model that accurately reflects a client’s business. A detailed handover and training process provides a model that can be used well beyond any immediate business decision.

*“Clearwater International provided us with a fantastic tool to help us with the financial planning of the business. In building the tool, Clearwater gained a good understanding of the business and with this knowledge built the tool with the variables needed to adapt it for different five-year projected scenarios.”*

Jeremy Maine, Head of Finance, The Fry Group



## Why work with Clearwater International

It is crucial that any model reflects how a business operates, and as such our team prides itself on understanding our client's business. We offer flexible, tailored solutions which truly reflect what drives the performance of our client's business.

We combine our technical excellence and experience across a variety of sectors and situations with our tried-and-tested processes to develop robust, auditable and diligence-suited models that are best-in-class.

It is vital that our clients are comfortable with the financial model and as such we also employ a collaborative approach, working with them closely throughout the whole process, from scoping and design through to model build and review.



## Due diligence

Our team build robust models which can stand up to diligence as we understand the need for them to be easy to navigate and user-friendly. We build this into our approach in the following ways:

- By clearly separating model inputs and calculations
- By building models in a modular fashion, making it easy to build in extra detail and/or duplicate calculations as required
- By holding regular meetings so that clients are involved through each step of the design and development
- By providing training and handover sessions to key users



## Case study: WJ Roadmarking

Clearwater International advised WJ Group, a leading supplier of award-winning road markings and specialist highway products and services, on receiving a majority investment from THI Investments.

WJ Roadmarking has a number of depots across the UK, each providing an annual depot P&L forecast to the central finance team as part of a tried-and-tested group budgeting process. We were engaged to consolidate the individual depot P&L forecasts into a single integrated financial statement model that would be fit for financial due diligence as part of a sell-side M&A process.

So as not to add extra work into a lean central finance function, we constructed a financial model around the existing budget process and worked closely with the Group Finance Director to build out the annual P&L model into a monthly integrated financial statement model. We also provided suggested monthly phasing, and balance sheet and cashflow assumptions based on the historical performance of the business.

By producing a clear and concise financial model that was able to stand up to external due diligence, we provided WJ with confidence in the underlying financials and the wider sale process.

## Our Financial Modelling and Data Analysis Team



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