



# SURVIOS

Our deep-dive operational model assisted management in planning the company's internal growth initiatives and fundraising, through dynamic scenario planning. Furthermore, we built a detailed target financial model and valuation to assist Survios in assessing viability of M&A deals. Trivium also provided additional insight on structuring deals across the company's capital structure.

## CHALLENGE

Survios, a virtual reality company that creates interactive content for multiple VR platforms, initiated an overhaul of its growth strategy which included investments within multiple business units, products and development for 3<sup>rd</sup> party sponsors, and analyzing a potential M&A (LBO) deals with game development companies.

## APPROACH

Trivium assisted the company analyze a potential M&A/LBO target by building a deep-dive operational model and assessing financial structure. Trivium led the recreation of Survios' FP&A function with focus on a deep-dive Long Range Plan, cash needs and fundraising. In Phase III, Trivium is leading Survios' Cloud-Based FP&A infrastructure transformation.

## OUTCOMES

- Purpose-built extensive company-level operating model (**Long Range Plan**):
  - Led to a **\$16.7 million** venture capital raise (2020)
  - Assisted negotiations and signing for a **venture debt** (2021) for growth runway
  - Summarized LRP for third-parties for a potential **private placement**
  - Assistance on analysis and negotiation of product and distribution **deals**
- 5+ **M&A targets** analyzed and assessed for acquisition fit, synergies and negotiations
- Selection and transformation lead for establishing **cloud-based FP&A** infrastructure

## KEY SERVICES



Financial Modeling & Valuation



M&A/LBO Deal Structuring



Strategic Growth Planning

## INDUSTRY



Entertainment/Gaming

