

SYNCWARE SOLUTIONS, INC.

Historical Financial Statements

DT-LBO-04 - Tier 4 Distressed SaaS LBO

PE Edge LBO Modeling Series

STABILIZE LIQUIDITY. RESTRUCTURE DEBT. REBUILD VALUE.

Historical Financial Statements

01 Company Overview

SyncWare Solutions, Inc. is a San Francisco-based workflow automation SaaS company founded in 2012. The company supports approximately 1,150 active customers with roughly 320 employees. The case begins with declining recurring revenue, impaired debt, negative EBITDA, and only three to four months of liquidity runway.

\$58.1M	78%	\$1.1M	3-4 MO.
CURRENT ARR	NET RETENTION	MONTHLY CASH BURN	LIQUIDITY RUNWAY

02 Historical ARR - Months 1 through 12

Month	ARR (\$M)	Month	ARR (\$M)
M-1	74.0	M-7	68.5
M-2	73.2	M-8	67.8
M-3	72.5	M-9	66.9
M-4	71.4	M-10	65.8
M-5	70.1	M-11	64.7
M-6	69.0	M-12	63.9

Historical signal: ARR fell by \$15.9M across the 24-month dataset, a 21.5% contraction from \$74.0M to \$58.1M.

Recurring Revenue and Profitability

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Historical ARR - Months 13 through 24

Month	ARR (\$M)	Month	ARR (\$M)
M-13	63.1	M-19	61.3
M-14	62.7	M-20	60.8
M-15	62.3	M-21	60.2
M-16	62.1	M-22	59.4
M-17	62.0	M-23	58.7
M-18	61.7	M-24	58.1

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Annual Financial Summary

Metric (\$M)	2022A	2023A	2024A
EBITDA	2.8	(1.9)	(4.0)
Deferred Revenue	14.0	12.1	9.8

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Revenue Conversion Inputs

Input	Historical / Base Case
Gross Monthly Churn	4.2%
Net Retention	78.0%
Usage-Based Uplift	8.0%
Enterprise Support Uplift	3.0%
Monthly Revenue Formula	ARR / 12 x (1 + usage uplift) x (1 + support uplift)

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Distress Commentary

The historical period shows a persistent decline in recurring revenue, deterioration from positive to negative EBITDA, and a \$4.2M reduction in deferred revenue. These trends indicate customer attrition, weaker forward billings, and increasing pressure on liquidity and debt service capacity.

Modeling focus: Candidates should preserve the monthly ARR cadence, separate churn from upsell, translate ARR into revenue, and evaluate whether operating improvements occur quickly enough to protect the DIP facility.

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Notes

All financials are fictional and created solely for educational use within the PE Edge LBO Modeling Series.