



DEAL READINESS

PRIVATE EQUITY ASSESSMENT

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IS YOUR COMPANY DEAL-READY?

We live in a time where business is changing by the minute and with those changes come growth through mergers and acquisitions. Are you ready for that deal?

With over 40 years in business, over 400 projects around the globe, we have successfully established a proven methodology to ensure that your company is deal ready.



HOW CAN LOBUE HELP YOU?

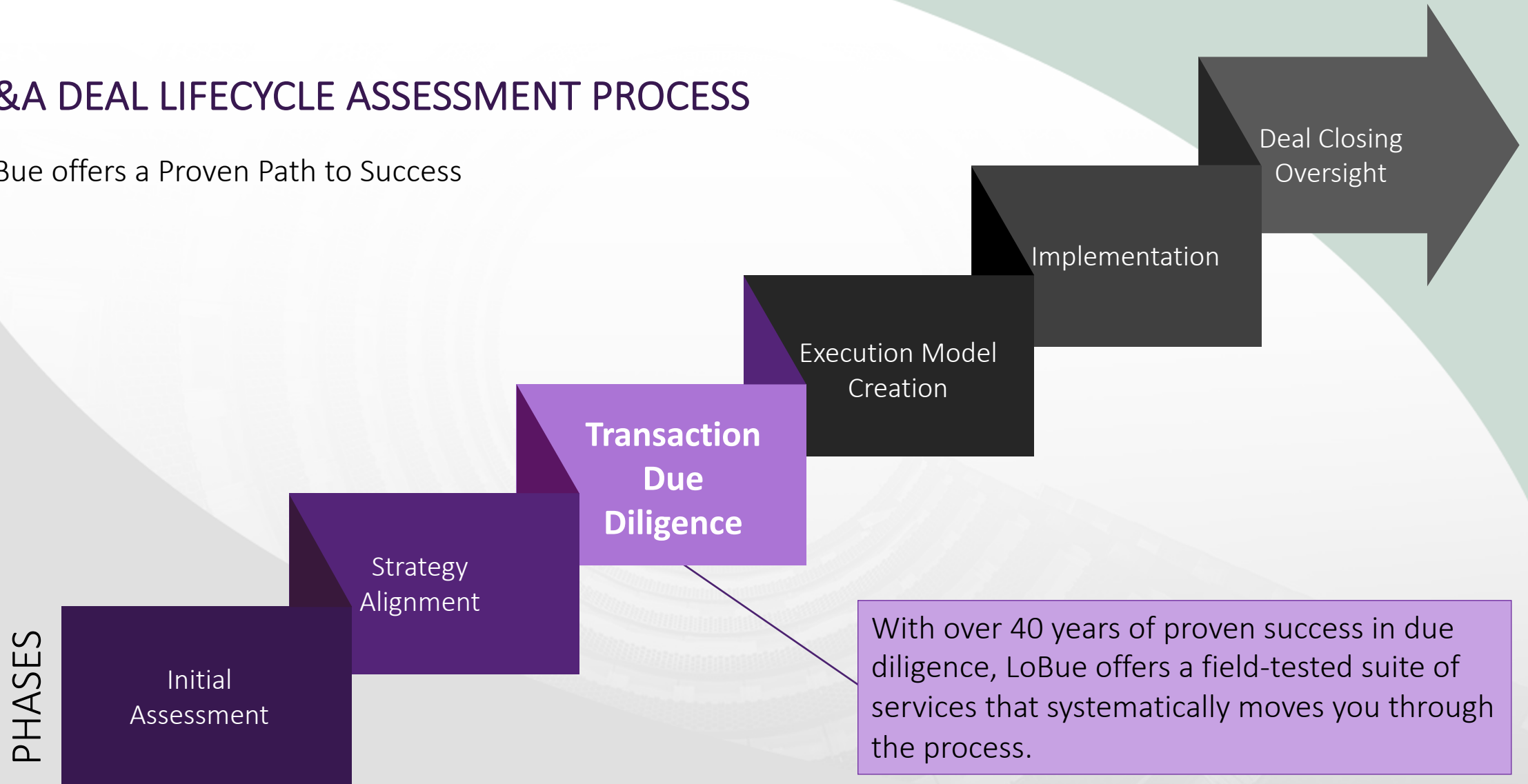
Our team has the experience and expertise in preparing you in the following areas:

- Investment target assessment
- Improving enterprise valuation
- Post-acquisition business improvement
- Business divestitures
- M & A integration
- Turnaround & Sale
- Regulatory Experience

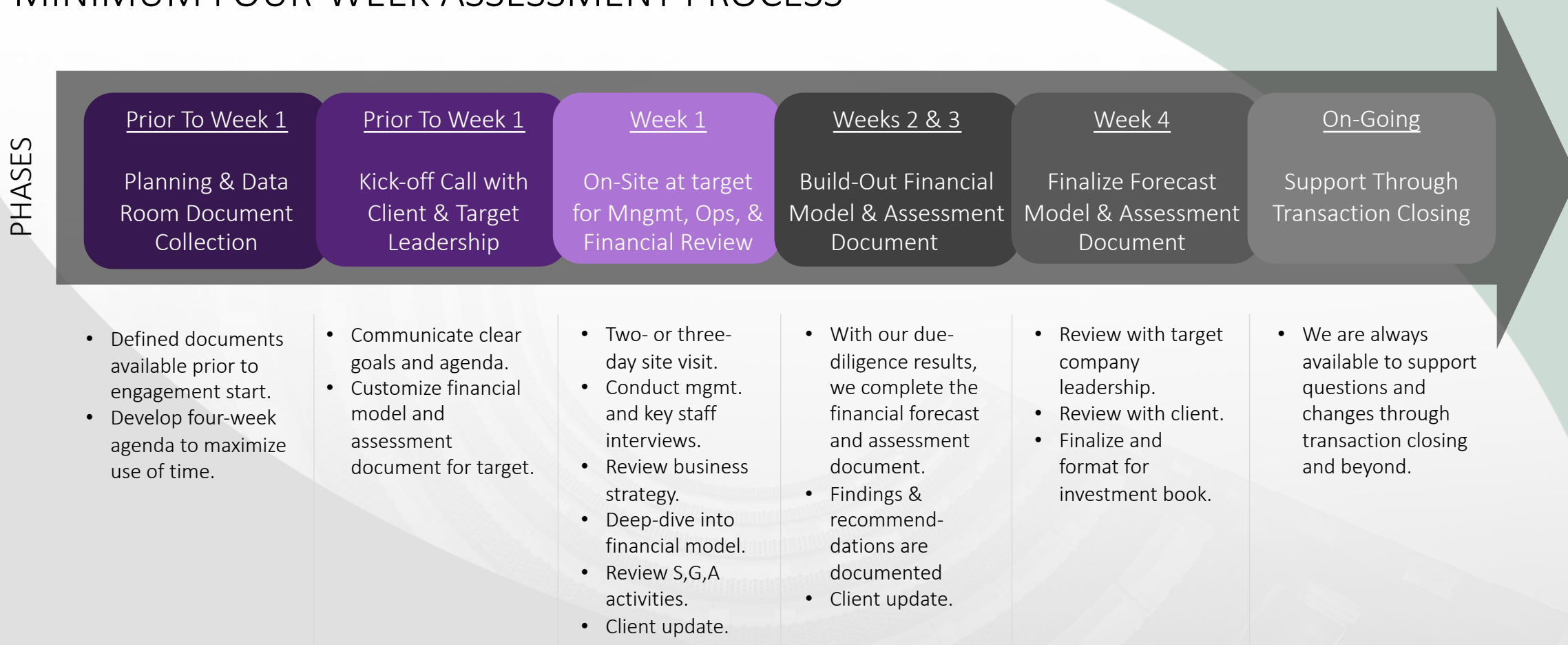


M&A DEAL LIFECYCLE ASSESSMENT PROCESS

LoBue offers a Proven Path to Success



MINIMUM FOUR-WEEK ASSESSMENT PROCESS*



***THE TIMELINE WILL VARY DEPENDING ON THE COMPLEXITY OF THE SCOPE.**

PRIVATE EQUITY ASSESSMENT SUCCESS STORIES:

FOR VERTICALS INCLUDING BANKING, TECHNOLOGY, MANUFACTURING AND SERVICES

- Pre-funding assessment for emerging Cloud Conversion & Big Data Technology company and successful \$40 million raise.
- Business transformation for listed Global Technology Company with \$8.00/share price at inception of program. Company sold for \$32.50 three years later after significant re-structuring, expense reduction and sale of subsidiary.
- Turn-around of NYSE listed Florida Savings & Loan. Market Cap increased from <\$4.00/share to sale at \$28.50/share in two years.
- Major Latin American Credit Bureau post-acquisition integration and transformation.
- Rescued Money Center Bank post-acquisition integration of Corporate & Investment Bank with 15-month program and over \$100 million in direct expense reduction by month 15.
- Turnaround of overseas Vegetable Oil Manufacturer impacted by loss of Import Duties. Loss of \$4 million turned into \$4.5 million profit in one year.
- Over 11 country-wide consumer finance programs for major International Bank resulting in profit center earnings improving from \$40 million to over \$900 million in 8-year timeframe.

ABOUT LOBUE:



Methodical

- For over 40 Years LoBue has been providing real solutions to the Financial Services Industry through tried and tested methods.



Experienced People

- Seasoned financial services consultants
- LoBue methodology
- Lean Six Sigma trained
- Multiple programs
- Global delivery



Performance Focus

- Results oriented programs
- Operational performance
- Business & operating models that work
- Designs that drive customer experience



Global Results

- 45 Countries
- 400+ Projects
- Billions Increase in market caps
- Over a billion in cost savings
- 100k+ employees positively affected

Some of LoBue's Past and Current Clients

citibank



E · FUNDS™



experian

SNB

Garanti

CHASE

KIB

Standard
Chartered

LoBue's Vertical Experience

- Banking
- Finance
- Insurance
- Technology
- Distribution
- Manufacturing

LOBUE TEAM LEADERS:



Carl LoBue
Chairman

In addition to Chairman Carl is the founder of LoBue and has over 40 years of experience in Financial Services. Prior to creating The LoBue Group, he was Senior Vice President of Crocker National Bank and Vice President of Citibank, N.A. His experience includes management of over 800 staff in marketing, sales, credit, risk, operations, systems, and client management departments. Carl has consulted with senior executives at financial services companies in more than 45 countries.



Roy LoBue
CEO

Roy has designed, directed, and implemented organization-wide transformations that generate over \$100 million in annual savings. He's learned that organization-wide transformations only succeed when the full leadership team believes in it, drives it, and brings it to life for their people. He has spent over 15 years working with companies of every size—from small businesses to the Fortune 500—in both domestic and international markets.



Robert M. Schildkraut
PE Engagement Manager

Robert has over 30 years of extensive CFO, management and operations experience in demanding and dynamic environments. A Consultant who possesses the decision-making abilities, personality, and communication skills for today's business conditions in developing and implementing financial and operational strategies. Extensive experience in financial services, cloud services, SaaS, outsourcing, municipal services, light manufacturing, start-ups, and shared-service environments.

LOBUE SAMPLE ASSESSMENT DOCUMENT TABLE OF CONTENTS:

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| <ol style="list-style-type: none"> 1. Background 2. Executive Summary <ol style="list-style-type: none"> a. Introduction b. Corporate Structure and Cap Table c. Products and Services Overview <ol style="list-style-type: none"> i. Services/Manufacturing Overview ii. Products Overview d. Sales and Business Development e. Marketing f. Technology/Financial Systems g. Performance Management h. Corporate Administration i. Acquisitions Strategy j. Financial Analysis/Source and Use of Funds k. Summary 3. Products and Services <ol style="list-style-type: none"> a. Products and Services b. Service Delivery/Manufacturing | <ol style="list-style-type: none"> 4. Marketing and Business Plan 5. Sales and Business Development 6. Organization, Leadership, and Staffing 7. Operations and Process 8. Manufacturing and Service Delivery and capacities 9. Clients and Vendors 10. Technology (IT) /Financial Systems 11. Performance Management 12. Corporate Administration 13. Legal and Regulatory 14. Risk and Insurance 15. Financial Analysis/Source and Use of Funds 16. Proforma Profit/Loss 17. Proforma Balance Sheet 18. Notes on Financials 19. Acquisition Strategy 20. Near Term Acquisitions / Key Targets 21. Findings and Recommendations 22. Appendix |
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LOBUE SAMPLE CLIENT DATA ROOM FOLDER HIERARCHY: DUE DILIGENCE NEEDED

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| <ol style="list-style-type: none"> 1. Organization and Administrative <ol style="list-style-type: none"> a. Organization Chart b. Leadership and key staff CVs c. Corporate Structure d. Cap Table e. Business Plan 2. Products and Services 3. Sales and Marketing 4. Risk and Insurance 5. Legal and Regulatory 6. Financial Statements and Forecast <ol style="list-style-type: none"> a. Chart of Accounts (summary) b. List of Professionals c. Budget/Forecast Model d. Current year 7. Depreciation and Amortization Schedules 8. Bank Statement (last month, end of calendar/fiscal year) 9. Accounts Receivable and Accrued Receivables 10. Off-book transactions and Personal Guarantees 11. Inventory Schedule 12. Intangible Assets 13. Other Current Assets | <ol style="list-style-type: none"> 14. F&E Schedule 15. Other Assets 16. Accounts Payable and Accrued Payables Schedules 17. Lease Schedule 18. Debt Schedule- Current and Long Term 19. Revenue by Client 20. Deferred Revenue and Other Client Deposits 21. Other Current Liabilities 22. Due to /Due from Schedule 23. Intangible liabilities 24. CAPEX Schedule 25. Incentive programs (summary) 26. Treasury Stock transactions 27. Tax Returns 28. NOLs and Deferred Tax Assets 29. Key Performance Metrics & Drivers 30. Debt Schedule/Bank Covenants/Bank Agreements 31. Technology (IT)/Financial Systems 32. Process, Manufacturing and Service Delivery 33. Acquisitions 34. Other |
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HOW WE ENGAGE:

Free Assessments, Fixed-Price Engagements,
Guaranteed Results, Payments tied to deliverables

Thank you!

702.898.6940

info@LoBue.com

LoBue.com