



**Our Firm**

Co-founded by two former McKinsey & Company consultants each with over 25 years of business experience

- Specialize in operational turnarounds with a wide range of industry experience and functional expertise
  - ◊ Operational restructuring
  - ◊ Procurement and vendor management
  - ◊ Competitive growth strategy development and execution
  - ◊ Pricing and fee optimization
- Investment focus
  - ◊ Middle market service companies
  - ◊ People and process intensive operations
- Partnership arrangements include, but are not limited to:
  - ◊ Direct equity investment
  - ◊ Equity participation via warrants or restricted stock
  - ◊ On-ground executive leadership
  - ◊ Board membership

**Our Approach**

Our approach is predicated on the believe that good ideas coupled with superior execution are the key ingredients for growing earnings and creating value

- Proven process designed to rapidly increase cash flow
  - ◊ Fact driven opportunity analysis
  - ◊ Rapid, informed decision making
  - ◊ Disciplined execution with detailed tracking and accountability
- Balanced examination of revenue growth and cost reduction opportunities
- Emphasis on strategic repositioning and tactical improvement actions with short payback periods

**Portfolio Highlight**

- Southern California based post-secondary vocational college
- Deal highlights:

<u>Pre-Acquisition</u>	<u>Post-Acquisition/Turnaround</u>
<ul style="list-style-type: none"> <li>• Declining revenues</li> <li>• Negative cashflow</li> <li>• Poor regulatory metrics</li> <li>• Low student satisfaction</li> </ul>	<ul style="list-style-type: none"> <li>• Increased revenues by 5X</li> <li>• Very strong cashflow</li> <li>• Excellent regulatory and student satisfaction metrics</li> <li>• 10X MOIC (based on conservative exit multiples)</li> </ul>