



# KINSELLA GROUP

Investment Banking and Business Advisory

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Kinsella Group helps your clients  
find opportunities in the U.S.

*Strategic Acquisitions Search*

AM&AA Conference, Frankfurt  
September 30<sup>th</sup> – October 1<sup>st</sup> 2009



## About Kinsella Group, Inc.

A middle market investment bank and business advisory firm with offices in Chicago, Washington D.C. and Shanghai, China serving clients through:

- Focused acquisition search
- Financial restructuring
- Targeted M&A execution
- Negotiated business sales
- Debt & equity sourcing
- Strategic assessment

### **Our Edge**

- C-level experience, broad industry expertise.
- Cross border M&A experience with China.
- Track record of successful transaction execution.
- Market Tested “Marginal Contribution” valuation methodology.

## About Kinsella Group

### Execution Experience

Firm Professionals Have:

- Closed 51 M&A transactions for buy or sell side clients.
- Completed 50+ turnaround assignments.
- Conducted 20+ Strategic Alternative Assessments.
- Operated public, private and family owned companies and divisions.
- Extensive banking and transaction execution experience.

### Industry Experience

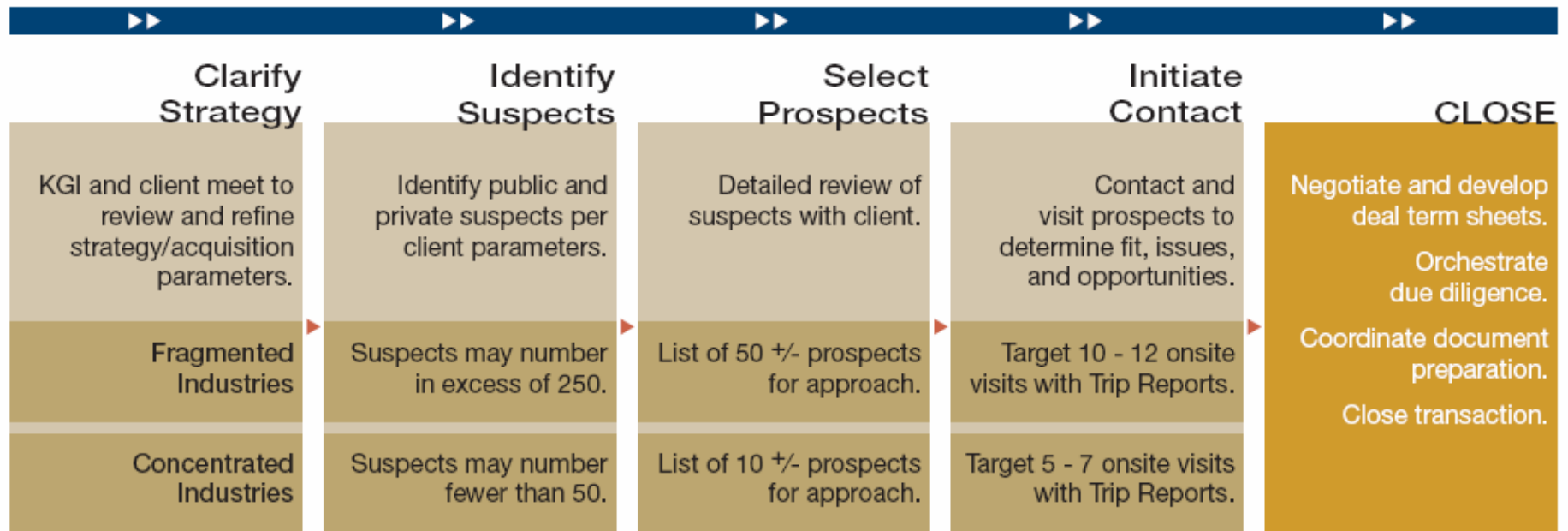
- Aerospace
- Automotive
- Cleantech
- Construction
- Distribution
- Energy
- Financial Services
- Healthcare
- Marketing Services
- Manufacturing
- Metal Forming
- Pharmaceutical
- Plastics
- Power Generation
- Printing & Packaging

## Kinsella Group Resources

**Bob Kinsella**  
*President*

Business Development	Engagement Management	Analysis and Support	Advisory Board
<p><b>Karl Johnson</b> <i>Senior Vice President</i></p>	<p><b>Bob Stutz</b> <i>Managing Director, M&amp;A</i></p>	<p><b>Louise Krzys</b> <i>Director, Finance &amp; Administration</i></p>	<p><b>Dr. Ronald L. Goode</b> <i>Healthcare, Pharmaceutical</i></p>
<p><b>Emil Pagua</b> <i>Vice President</i></p>	<p><b>Chuck Weikel</b> <i>Director, M&amp;A</i></p>	<p><b>Yiyun Tan</b> <i>Analyst &amp; Relationship Manager</i></p>	<p><b>Elizabeth Harrington</b> <i>China, Automotive</i></p>
<p><b>Jonathan Mao</b> <i>Vice President, Relationship Manager</i></p>	<p><b>Bill Snow</b> <i>Director, M&amp;A</i></p>	<p><b>Grace Xiang</b> <i>Analyst</i></p>	<p><b>Ron Seftick</b> <i>Energy, Power Generation</i></p>
		<p><b>Polly Parrilli</b> <i>Admin</i></p>	<p><b>Brian Dong</b> <i>China, US Medical Prod. Distr.</i></p>
			<p><b>Alan Orschel, Esq</b> <i>Financial Svcs &amp; Banking</i></p>

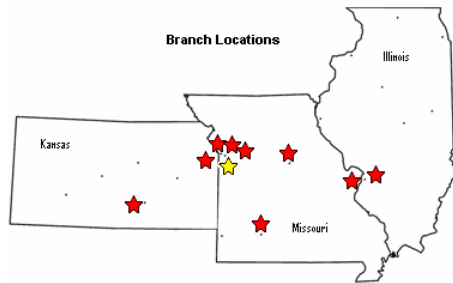
# Acquisition Search Process



# XYZ Company Overview

## Construction Distribution Services

### Locations



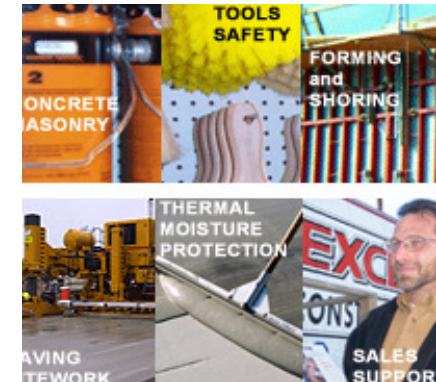
- Missouri
- Kansas
- Southern Illinois

### Customers



- Commercial
- Municipal
- Residential
- Highway

### Service & Products



- Construction material
- Tools and equipment
- Representing 300+ manufacturers
- 5000+ product lines

## PE Group – Owner

### Transaction Type

Leveraged Buyouts, Acquisitions and Recapitalizations

- “Control” Transactions
- Sole/Lead Investment Sponsor

### Transaction Size

Total Enterprise Value: \$50 - \$300 Million

- Target Company Revenues > \$25 Million
- Target Company EBITDA > \$5 Million
- Smaller-Size Add-On Acquisitions

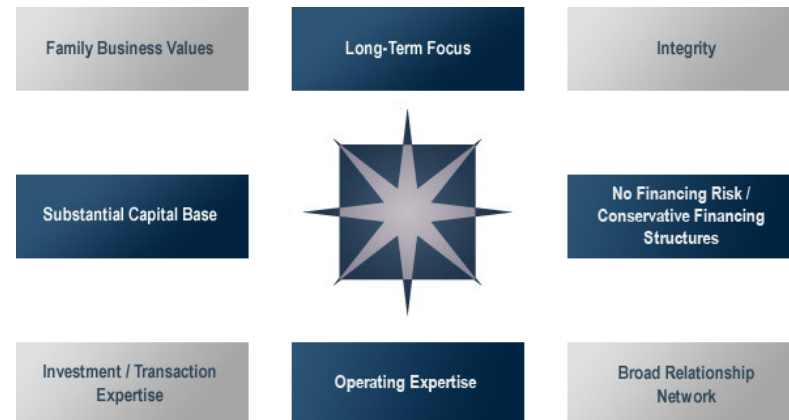
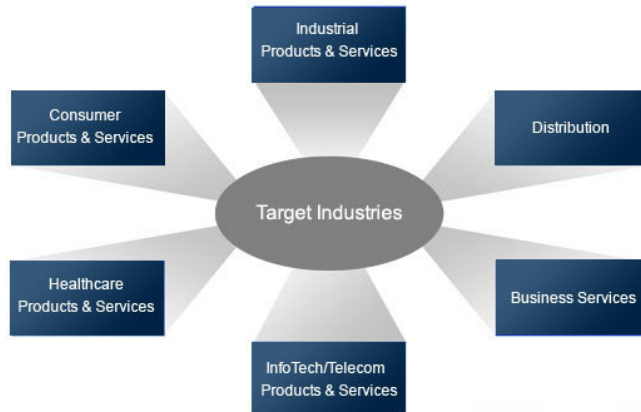
### Investment Time Horizon

Flexible with Long-Term Focus

### Target Company Characteristics

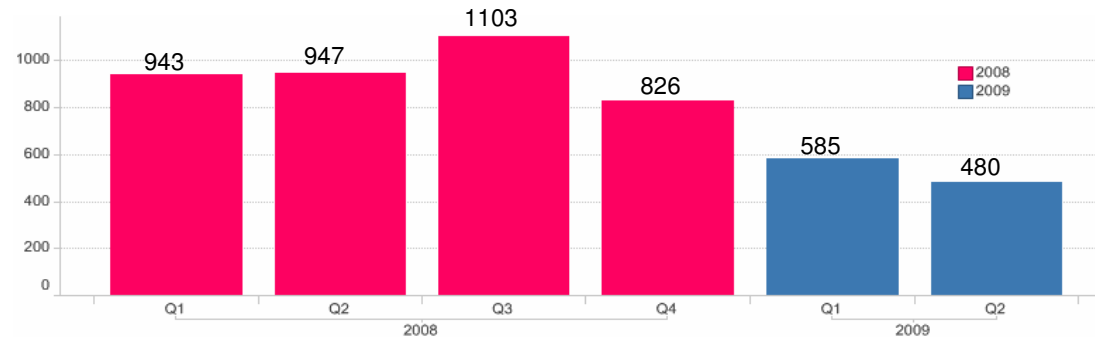
Mature/High Quality Manufacturing, Distribution and Service Companies

- Stable or High Growth Profiles
- Experienced/Aligned Management Teams
- North American Headquarters

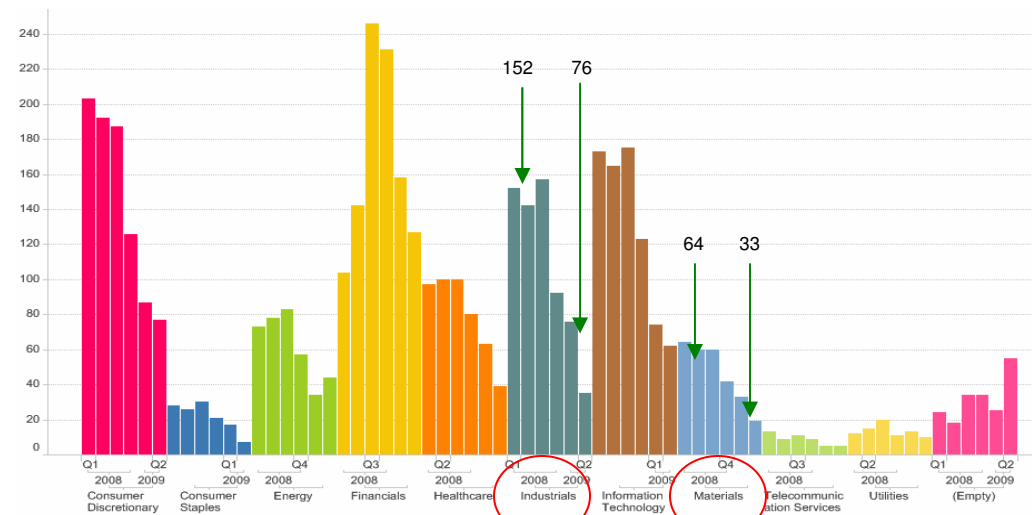


## M&A Overview - North America <\$250 million transaction value

Total # of Transactions



Total # of Transactions by Sector



Source: Capital IQ



## Construction Materials Industry M&A

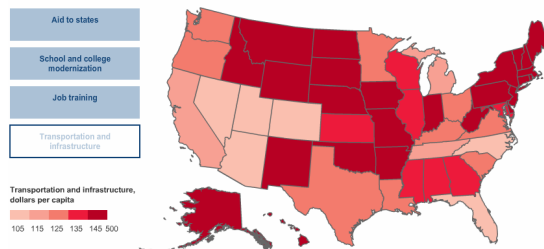
Date	Buyers/Investors	Target/Issuer	Transaction Value (\$mm)	Business Description
11/30/2007	CRH plc (ISE:CRG)	CEMEX, S.A.B. de C.V., Operations in Arizona and Florida	250.0	Operations in Arizona and Florida of CEMEX, S.A.B. de C.V. engages in ready-mix concrete business. Operations in Arizona and Florida comprise 39 ready-mix concrete and aggregate facilities. These operations are based in Arizona and Florida, the United States.
01/23/2008	Platinum Equity, LLC	3B the fibreglass company	225.96	3B the fibreglass company, through its subsidiaries manufactures and fabricates glass fiber reinforcements, mat, veil, and specialized products used in various composite material systems in the transportation, building construction, telecommunications, and electronics markets. The company is based in Belgium.
10/02/2007	Votorantim Cimentos North America, Inc.	Two Construction Materials Company	225.0	Prestige/AB Ready Mix, Inc. manufactures ready mix concrete for the construction industry. Prestige Gunite, Inc., a contractor, provides gunite installations in Florida. The companies are based in Orlando and West Palm Beach, Florida.
04/11/2008	Martin Marietta Materials Inc.	Vulcan Materials Company, Six Quarry Locations in Georgia and Tennessee	192.0	Six quarry locations in Georgia and Tennessee of Vulcan Materials Company were acquired by Martin Marietta Materials Inc. (NYSE: MLM). Six quarry locations in Georgia and Tennessee of Vulcan Materials Company engages in the production of construction aggregates including concrete and limestone. The business consists of four quarries and a greenfield site in Georgia and a quarry in Tennessee.
07/13/2007	-	Cement Field in Garvin and Grady Counties, Oklahoma	99.7	Cement Field in Garvin and Grady Counties, Oklahoma comprises cement reserves. The fields are located in Garvin and Grady Counties, Oklahoma.
06/15/2009	Martin Marietta Materials Inc.	CEMEX, Inc.,	65.0	As of June 15, 2009, Three Quarries and 49% Interest in Granite Canyon of CEMEX, Inc. were acquired by Martin Marietta Materials Inc. Three Quarries and 49% Interest in Granite Canyon of CEMEX, Inc. comprises three rock quarries. Granite Canyon comprises railroad ballast reserves. The canyon is based in Wyoming and the quarry operations are located in Fort Calhoun, Nebraska, Guernsey, Wyoming, and Milford, Utah.
08/19/2008	Ash Grove Cement Company	Eagle Materials Inc. (NYSE:EXP)	53.48	Eagle Materials, Inc., together with its subsidiaries, engages in the manufacture, distribution, and sale of gypsum wallboard and cement primarily in the United States.
08/04/2008	VantaCore Partners LP	Southern Aggregates LLC	50.0	Southern Aggregates LLC produces and sells construction materials and has four sand and gravel operations located near Baton Rouge, Louisiana. The company was founded in 2001 and is based in Denham Springs, Louisiana.
08/29/2007	Imerys SA (ENXTPA:NK)	The Feldspar Corporation	41.0	The Feldspar Corporation produces feldspar in the United States.
07/10/2007	Ceradyne Inc. (NasdaqGS:CRDN)	Minco, Inc.	27.5	Minco, Inc. offers fused silica products for investment casting, fillers and refractories applications.
09/07/2007	Industrial Realty Group, LLC	American Stone Industries, Inc., Substantially all assets	22.0	American Stone Industries, Inc., Substantially all assets include sandstone quarries, located on approximately 1,100 acres in Lorain and Erie counties. The quarries are used to mine stones that are used in the building construction industry. The assets are based in Amherst, Ohio.
11/19/2007	Oldcastle Materials, Inc.	U.S. Concrete, Inc., Knoxville And Wyoming Operations	16.5	Knoxville and Wyoming operations of U.S. Concrete, Inc. provide concrete-related products to the construction industry and are located in Knoxville, Tennessee and Wyoming, Delaware. U.S. Concrete, Inc. is based in Houston, Texas.
10/01/2007	US Concrete Inc. (NasdaqGM:RMIX)	Architectural Precast LLC	16.0	Architectural Precast LLC offers architectural precasts. Its products include sandblastings, acid etchings, exposed aggregates, form liners, thin set bricks, and granite claddings.

Source: Capital IQ

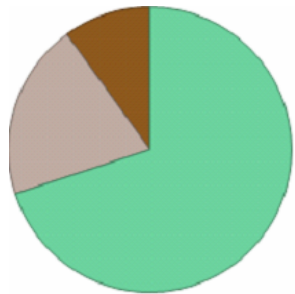
## Construction Industry Demand Trend

JANUARY 27, 2009  
Who gets what from the stimulus package **THE WALL STREET JOURNAL.**

How some of the major spending will be shared among the states, according to estimates for the current stimulus bill proposed by House Democratic leaders. Mouse over a state for details, or sort the rows in the chart below. --(Updated 01/27/09)



- 2009 American Recovery and Reinvestment Act includes \$26.7B in Highway Infrastructure Stimulus.
- Government infrastructure projects are centered near concentrated populations.
- The industry is highly fragmented and characterized by many small scale geographically dispersed participants.



Product/Services	Share
New Highway and Street Construction	70.0%
Airport runways, drive ways, carparks, and tollroads	20.0%
Maintenance and reconstruction of existing roads	10.0%

Source: IBIS World Report

## The Stimulus Package – Highway Infrastructure

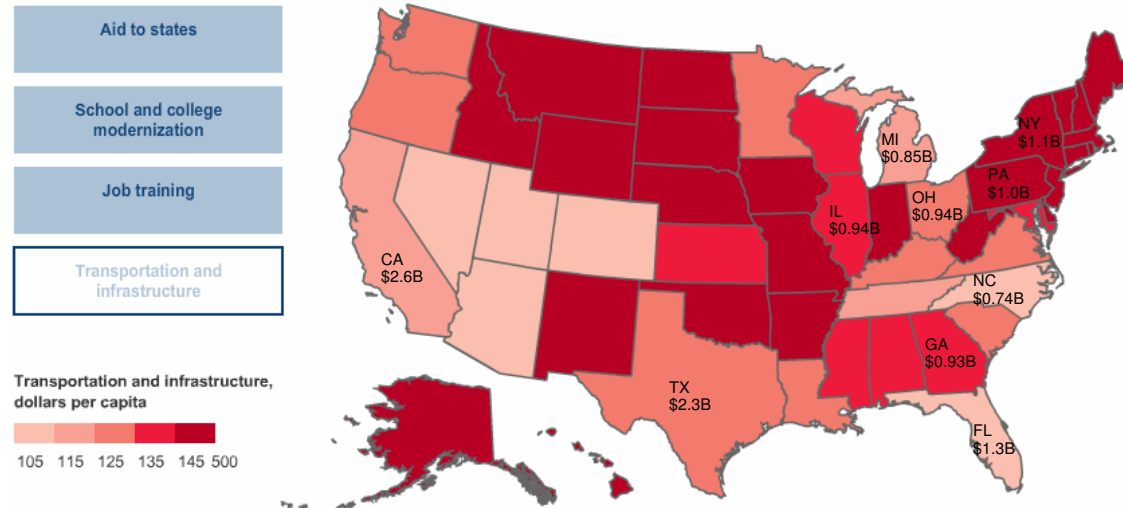
### Top Ten States:

<b>CALIFORNIA</b>	\$2,569,568,320
<b>TEXAS</b>	\$2,250,015,146
<b>FLORIDA</b>	\$1,346,735,003
<b>NEW YORK</b>	\$1,120,684,723
<b>PENNSYLVANIA</b>	\$1,026,429,012
<b>OHIO</b>	\$935,677,030
<b>ILLINOIS</b>	\$935,592,704
<b>GEORGIA</b>	\$931,585,680
<b>MICHIGAN</b>	\$847,204,834
<b>NORTH CAROLINA</b>	\$735,526,684

\*Conference Report for the American Recovery and Reinvestment Act of 2009 (h.r. 1)  
www.recovery.gov

JANUARY 27, 2009

### Who gets what from the stimulus package **THE WALL STREET JOURNAL.**



**The Stimulus Package presents a huge opportunity for the Highway Construction Industry.**

# The Stimulus Package – Highway Infrastructure

STATE	TOTAL DISTRIBUTION	MANDATORY TRANSPORTATION ENHANCEMENTS	DIVISION BETWEEN URBANIZED AREAS OVER 200K POPULATION AND OTHER AREAS			AVAILABLE FOR USE ANY AREA
			AREAS OVER 200K	5K<AREAS<200K	AREAS UNDER 5K	
ALABAMA	\$513,692,083	\$15,410,762	\$43,155,264	\$97,763,209	\$13,189,152	\$344,173,696
ALASKA	\$175,461,487	\$5,263,845	\$18,953,911	\$0	\$33,684,535	\$117,559,196
ARIZONA	\$521,958,401	\$15,658,752	\$110,710,953	\$35,198,112	\$10,678,455	\$349,712,129
ARKANSAS	\$351,544,468	\$10,546,334	\$15,712,278	\$77,816,643	\$11,934,419	\$235,534,794
CALIFORNIA	\$2,569,568,320	\$77,087,050	\$609,756,706	\$134,336,616	\$26,777,174	\$1,721,610,774
COLORADO	\$403,924,130	\$12,117,724	\$74,875,946	\$34,387,670	\$11,913,623	\$270,629,167
CONNECTICUT	\$302,053,956	\$9,061,619	\$62,172,534	\$23,993,369	\$4,450,284	\$202,376,150
DELAWARE	\$121,828,650	\$3,654,860	\$21,667,403	\$11,681,462	\$3,199,730	\$81,625,195
DIST. OF COL.	\$123,507,842	\$3,705,235	\$37,052,353	\$0	\$0	\$82,750,254
FLORIDA	\$1,346,735,003	\$40,402,050	\$292,653,602	\$94,632,788	\$16,734,111	\$902,312,452
GEORGIA	\$931,585,680	\$27,947,570	\$143,993,510	\$118,185,897	\$17,296,297	\$624,162,406
HAWAII	\$125,746,380	\$3,772,391	\$22,362,203	\$12,161,981	\$3,199,730	\$84,250,075
IDAHO	\$181,934,631	\$5,458,039	\$11,502,033	\$35,127,027	\$7,951,329	\$121,896,203
ILLINOIS	\$935,592,704	\$28,067,781	\$202,847,977	\$59,591,547	\$18,238,287	\$626,847,112
INDIANA	\$657,967,707	\$19,739,031	\$84,898,430	\$97,516,490	\$14,975,392	\$440,838,364
IOWA	\$358,162,431	\$10,744,873	\$20,786,016	\$73,236,776	\$13,425,937	\$239,968,829
KANSAS	\$347,817,167	\$10,434,515	\$38,221,026	\$53,507,200	\$12,616,924	\$233,037,502
KENTUCKY	\$421,094,991	\$12,632,850	\$40,587,146	\$72,550,042	\$13,191,309	\$282,133,644
LOUISIANA	\$429,859,427	\$12,895,783	\$50,888,406	\$67,379,854	\$10,689,568	\$288,005,816
MAINE	\$130,752,032	\$3,922,561	\$0	\$33,656,955	\$5,568,655	\$87,603,861
MARYLAND	\$431,034,777	\$12,931,043	\$89,628,126	\$33,342,830	\$6,339,477	\$288,793,301
MASSACHUSETTS	\$437,865,255	\$13,135,958	\$110,122,871	\$14,593,517	\$6,643,189	\$293,369,720
MICHIGAN	\$847,204,834	\$25,416,145	\$139,458,842	\$95,647,189	\$19,055,419	\$567,627,239
MINNESOTA	\$502,284,177	\$15,068,525	\$73,163,386	\$61,793,048	\$15,728,819	\$336,530,399
MISSISSIPPI	\$354,564,343	\$10,636,930	\$21,099,663	\$73,612,251	\$11,657,389	\$237,558,110
MISSOURI	\$637,121,984	\$19,113,660	\$93,414,889	\$80,625,990	\$17,095,716	\$426,871,729
MONTANA	\$211,793,391	\$6,353,802	\$0	\$51,814,260	\$11,723,757	\$141,901,572
NEBRASKA	\$235,589,279	\$7,067,678	\$32,598,136	\$28,088,326	\$9,990,322	\$157,844,817
NEVADA	\$201,352,460	\$6,040,574	\$48,912,258	\$3,738,315	\$7,755,165	\$134,906,148
NEW HAMPSHIRE	\$129,440,556	\$3,883,217	\$3,020,195	\$32,612,242	\$3,199,730	\$86,725,172
NEW JERSEY	\$651,774,480	\$19,553,234	\$175,273,280	\$14,370,500	\$5,888,564	\$436,688,902
NEW MEXICO	\$252,644,377	\$7,579,331	\$26,021,866	\$39,204,830	\$10,566,617	\$169,271,733
NEW YORK	\$1,120,684,723	\$33,620,542	\$263,944,891	\$52,857,589	\$19,402,937	\$750,858,764
NORTH CAROLINA	\$735,526,684	\$22,065,801	\$72,075,331	\$128,587,029	\$19,995,645	\$492,802,878
NORTH DAKOTA	\$170,126,497	\$5,103,795	\$0	\$43,451,139	\$7,586,810	\$113,984,753
OHIO	\$935,677,030	\$28,070,311	\$161,489,155	\$98,886,715	\$20,327,239	\$626,903,610
OKLAHOMA	\$464,655,225	\$13,939,657	\$56,225,150	\$70,574,602	\$12,596,816	\$311,319,000
OREGON	\$333,902,389	\$10,017,072	\$50,649,701	\$38,563,322	\$10,957,694	\$223,714,600
PENNSYLVANIA	\$1,026,429,012	\$30,792,870	\$181,169,499	\$102,546,800	\$24,212,405	\$687,707,438
RHODE ISLAND	\$137,095,725	\$4,112,872	\$36,412,909	\$1,516,079	\$3,199,730	\$91,854,135
SOUTH CAROLINA	\$463,081,483	\$13,892,444	\$43,487,203	\$85,135,085	\$10,302,157	\$310,264,594
SOUTH DAKOTA	\$183,027,359	\$5,490,821	\$0	\$46,634,361	\$8,273,847	\$122,628,300
TENNESSEE	\$572,701,043	\$17,181,031	\$69,934,160	\$86,815,495	\$15,060,658	\$383,709,699
TEXAS	\$2,250,015,146	\$67,500,454	\$393,806,463	\$240,767,690	\$40,430,391	\$1,507,510,148
UTAH	\$213,545,653	\$6,406,370	\$46,165,488	\$10,825,970	\$7,072,238	\$143,075,587
VERMONT	\$125,791,291	\$3,773,739	\$0	\$34,537,657	\$3,199,730	\$84,280,165
VIRGINIA	\$694,460,823	\$20,833,825	\$117,803,558	\$76,127,267	\$14,407,422	\$465,288,751
WASHINGTON	\$492,242,337	\$14,767,270	\$83,466,861	\$53,074,554	\$11,131,286	\$329,802,366
WEST VIRGINIA	\$210,852,204	\$6,325,566	\$0	\$55,078,010	\$8,177,651	\$141,270,977
WISCONSIN	\$529,111,915	\$15,873,357	\$49,074,020	\$95,035,825	\$14,623,730	\$354,504,983
WYOMING	\$157,616,058	\$4,728,482	\$0	\$39,585,763	\$7,699,054	\$105,602,759
<b>TOTAL</b>	<b>\$26,660,000,000</b>	<b>\$799,800,001</b>	<b>\$4,341,215,598</b>	<b>\$3,022,767,888</b>	<b>\$634,016,515</b>	<b>\$17,862,199,998</b>

Estimated distribution, based on the Conference Report for the American Recovery and Reinvestment Act of 2009 (h.r. 1)

[www.recovery.gov](http://www.recovery.gov)

## XYZ Company – Opportunities

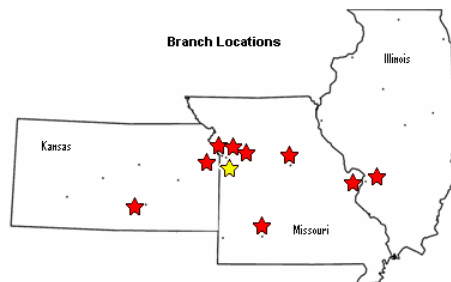
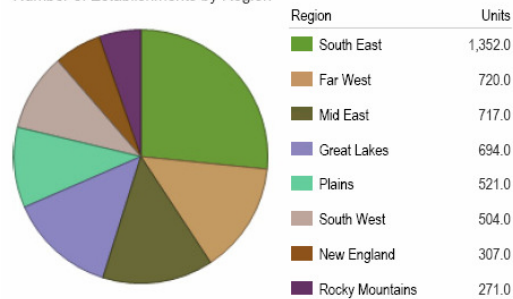
- **Expand Geographic Locations** – Horizontally acquire distribution centers to serve more customers and to bring more revenue.
- **Expand Vertically** – Vertically extend service lines to serve customers better.
- **Expand Product Lines** – Acquire more product lines or brands to serve customers better.

## XYZ Company – Select Strategic Opportunities

### GEOGRAPHIC SPREAD

Year: 2009

Number of Establishments by Region



### • Expand Distribution Center Locations

- The US construction projects for highways, streets and residential are mainly located South East, Far West, Mid East and Great Lakes areas.
- Bigger area, more customers, better service

### • Potential Targets – Construction Material Distributors

Company Name	Locations	Total Revenue (\$mm) [LTM]
Brock White Company, LLC	Minnesota, South Dakota, North Dakota, Wisconsin, Canada, etc	16.6
Construction Materials Inc.	Alabama, Tennessee, Mississippi, etc	45.7
Coppola Concrete Supply	New Mexico	-
Heritage Building Systems, Inc.	Arkansas	10.1
Kuhlman Corporation	Ohio	52.9
MCC, Inc.	Wisconsin	44.1
Orange Lake Building Materials, Inc.	Florida	10.0
Prime Construction Supply Inc.	California	-
Ready Mix, Inc	Arizona, Nevada	53.6
Stone Shop Inc.	Texas	-
Three Rivers Aggregates, Inc.	Pennsylvania	-
Uresco Construction Materials, Inc.	Washington	51.7
Yardville Supply Company	New Jersey, Pennsylvania	16.0

Source: Capital IQ & IBIS World Report

## XYZ Company – Select Strategic Opportunities

- Expand service lines
  - Concrete manufacturer
  - Design
- Potential target examples
  - There are more than 300 concrete related companies in US with revenue between \$10mm and \$250mm

Company Name	Locations	Main Business	Total Revenue (\$mm)
Bonsal American, Inc.	Charlotte, North Carolina	Manufactures, markets, and delivers packaged cement mixes and related building material products in the United States.	82.1
Illinois Cement Company	La Salle, Illinois	Manufactures hydraulic cement and ready-mixed concrete	81.0
County Materials Corporation	Marathon, Wisconsin	Manufactures and supplies construction products	65.0
Consumers Concrete Corporation	Kalamazoo, Michigan	Manufacturing, supplying, and recycling ready-mix concrete, concrete products, and sand and gravel in Michigan	60.8
Atlantic Metrocast, Inc.	Port Wentworth, Georgia	Manufactures concrete products	53.7
Nymet Usa, Corp.	Huntington, NY	Operates As A Manufacturer Of Hydraulic Cement, Specializing In Masonry Cement	50.0
Nebco, Inc.	Nebraska	Offers concrete and construction-related products and services, including ready mixed concrete, precast/prestressed concrete and concrete pipe, retaining wall, etc.	46.0
MCC, Inc.	Appleton, Wisconsin	Manufactures and supplies construction aggregates.	44.1
Accord Industries LLC	Winter Park, Florida	Manufactures concrete products, traffic products, and PVC pipes.	32.0
Wakefield Materials Co	Wakefield, Massachusetts	Manufactures ready-mix concrete, which is used as a building material	26.9
Haines & Kibblehouse Inc.	Mid-Atlantic Region	Manufactures and supplies construction materials to the commercial construction, infrastructure development, and residential building sectors	18.9
Norwalk Concrete Industries, Inc.	Norwalk, Ohio	Manufactures precast concrete products	11.6
Schuylkill Products, Inc.	Cressona, Pennsylvania	Manufactures and supplies prestressed/precast concrete bridge components	11.0

Source: Capital IQ

## XYZ Company – Select Strategic Opportunities

- Expand product lines and brands
  - Landscape products
  - Concrete repair
  - Others
  
- Potential target examples

Company Name	Locations	Main Business	Total Revenue (\$mm)
Peckham Industries, Inc.	<b>White Plains, New York</b>	Road construction material manufacture and distribution	200.0
Northfield Block Company	<b>Mundelein, Illinois</b>	It offers landscape products, which include belgard pavers and anchor retaining walls; and masonry products that comprise architectural products.	75.0
Atmi Precast, Inc.	<b>Aurora, Illinois</b>	Manufactures, distributes, and sells precast concrete products.	70.0
ARDEX, Inc.	<b>Aliquippa, Pennsylvania</b>	Develop, manufacture, market, and distribute specialty cements in US	41.4
Fencecrete America, Ltd.	<b>San Antonio, Texas</b>	Manufactures and installs precast concrete fencing and wall systems for residential customers, architects, and developers.	34.8
Smith-Midland Corp.	<b>Midland, Virginia</b>	Manufactures, markets, leases, licenses, sells, and installs precast concrete products and the exterior walls of buildings	32.1
High Concrete Technology, LLC	<b>Springboro, Ohio</b>	Manufactures architectural and custom structural precast concrete products for owners, developers, general contractors, and architects.	22.5
Midwest Block and Brick Inc.	<b>Jefferson City, Missouri</b>	Manufacturing and distributing masonry and landscape products.	21.1

Source: Capital IQ



## Case Study: Acquisition Search

### Client:

- **A \$100 million division of a \$300 million holding company.**
- **Client had spent 2 years seeking acquisitions without closing any transactions, prior to engaging Kinsella Group.**

### Result:

- **After engaging Kinsella Group, the target list included over 101 companies.**
- **Kinsella Group generated proprietary deal flow resulting in:**
  - 47 active conversations with owners
  - 6 negotiations
  - 3 acquisitions

## Case Study: Acquisition Search

### Client:

- **\$400 million U.S. division of a \$1.4 billion company.**
- **Client had sought several years for acquisition without closing any transactions, prior to engaging Kinsella Group.**

### Result:

- **After engaging Kinsella Group, the target list included over 23 companies.**
- **Kinsella Group generated proprietary deal flow resulting in:**
  - 18 active conversations with owners
  - 1 negotiation
  - 1 acquisition

## Case Study: Acquisition Search

### Client:

- **\$60 million logistics company.**
- **Client is a New York Based PE firm.**
- **Wished to grow from 12mm EBITDA to 20mm EBITDA quickly to support fund raising efforts.**

### Result:

- **Developed a universe of 120 companies.**
- **Had conversations with 100+ owners, resulting in:**
  - 20 active conversations with owners
  - 3 LOIs
  - 1 acquisition



KINSELLA GROUP

Investment Banking and Business Advisory

## The Kinsella Group

# Appendix: Team Background



## Kinsella Group

### Business Development

#### **Bob Kinsella, President**

- Bought, sold, and managed businesses for his own account for over 20 years
- University of Missouri - Economics and Finance
- Northwestern University - MBA (MM)

#### **Karl C. Johnson, Jr., Senior Vice President, Business Development**

- Investment and commercial banking 25+ years experience, CIBC World Markets
- CEO Redem Technologies
- Yale University - Economics
- Northwestern University – Kellogg School of Management – MBA Finance and Strategy

#### **Emil Paguia, Vice President, Business Development**

- Technology and Financial Services Industry, Business Development. Fortune 300 company
- University of Wisconsin-Madison - BBA
- DePaul University - MBA with Distinction.

#### **Jonathan Mao, Vice President & Relationship Manager**

- Extensive experience in market and portfolio management and analysis.
- Worked for China GT Investment and Citigroup Investment Banking in China and Hong Kong.
- Shanghai Jiaotong University - Bachelor of Arts
- Hong Kong University of Science and Technology - MBA

## Kinsella Group

### **Engagement Management**

#### **Bob Stutz, Managing Director**

- CEO, Stimsonite (NASDAQ);
- President, privately held packaging company
- Executive Management positions at:
  - General Electric
  - Cherry Electric
- Brown University - Engineering.
- Harvard University - MBA.

#### **Charles W. Weikel, Director, Mergers and Acquisitions**

- Investment and commercial banking experience, serving at GE Capital and Bank of America
- President and CEO of material handling company
- U.S. Naval Academy - BS.
- University of Chicago - MBA.

#### **Bill Snow, Director, Mergers and Acquisitions**

- Venture capital and investment banking experience with Jesup & Lamont
- DePaul University - BA.
- DePaul University - MBA.

## Kinsella Group

### Analysis and Support

#### **Louise Krzys, Director, Finance & Administration**

- 15 years experience in financial statement analysis, financial modeling
- College of DuPage - Accounting

#### **Yiyun Tan, Analyst & Relationship Manager**

- Shanghai Foreign Service Co., Ltd. (SFSC), Shanghai
- Shanghai International Studies University, B.S. of Economics, with Honors
- University of Illinois at Chicago, MBA
- Chartered Financial Analyst (CFA) Program, Passed the CFA Level I exam

#### **Lei (Grace) Xiang, Analyst**

- Multiple business development and procurement roles in Asia and the US
- Shanghai University, B.M., Information Management and Information Systems
- University of Wisconsin - Madison, MBA

## Kinsella Group

### Advisory Board

#### **Advisory Board – Dr. Ronald L. Goode, Biotechnology and Pharmaceuticals**

- Served as President and Chief Executive Officer of two public companies
- Unimed Pharmaceuticals, Inc. and eXegenics, Inc.
- Senior management positions at
  - Pfizer Pharmaceuticals, Vice President of Clinical Research and Scientific Affairs, and Director of Marketing Research
  - G.D. Searle & Co., Senior Vice President of Commercial Development, President of Asia/Pacific World Area, and President of Searle International.

#### **Advisory Board – Elizabeth Harrington, China and Automotive**

- Chief Executive Officer of Harrington Global, a global management-consulting firm specializing in China and Asia
- Cornell University - magna cum laude and Phi Beta Kappa.

#### **Advisory Board – Ronald Seftick, Energy and Power Generation**

- President of Trulite
- Former President of Wagner Systems
- Senior Management at GE Zenith Systems



## Kinsella Group

### Advisory Board

#### **Advisory Board - Alan Orschel, Financial Services and Banking**

- Retired Partner, Crowley Barrett and Karaba, Attorneys
- Dartmouth College
- University of Chicago - College of Law

#### **Advisory Board – Brian Dong, China and Medical Distribution**

- Vice President, AllCare, Inc
- Shenzhen University
- George Washington University – Elliott School of International Affairs

Thank you for your time



**Robert J. Kinsella**

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