

FIRST KERNEL SERVICES



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ABOUT FIRST KERNEL

First Kernel is a Business Transformation and Transaction specialist firm, serving mid market Enterprises and Investors. It brings together Capital Access, Strategy Formulation and Hands-on Execution to accelerate growth, revenues and profits.

First Kernel advisors are former entrepreneurs, C-level, M&A, Venture and Operations executives with 20 years of experience on average. In aggregate, the Company's advisors have led well over 30 transformation and transaction engagements impacting several billion dollars, in many industries.

For Investors, First Kernel's services address Sourcing, Closing and Creating Value in portfolio companies.

For Enterprises, First Kernel's services address Restructuring, Renovation and Globalization of businesses and LOBs.

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FOR INVESTORS

First Kernel empowers Strategic Investors, Private Equity Groups, Institutional Investors, Lenders, Venture Capital Firms and other Dealmakers and intermediaries with several hundred person-years of its aggregate business expertise and experience. Our advisors have started, grown and operated businesses across several industries. Also, a First Kernel Principal serves on the selection team of a \$200 million state venture fund.

Our team of seasoned advisors is especially adept at managing and minimizing operational risks, at every business-life-cycle stage. We pride ourselves on our ability to partner with investors and intermediaries across all key phases of an investment:

Sourcing:

We supplement the elaborate financial due diligence typical in sourcing a deal, with our expertise in:

- “ Pre-investment operational due-diligence
- “ Strategic valuation
- “ Benchmarking
- “ Identification of second and third-order opportunities, risks
- “ Analysis of existing operational agreements and contracts

Closing:

First Kernel advisors have experience in closing both buy-side as well as sell-side initiated deals, including:

- “ Creation of new contracts, term-sheets, and agreements
- “ Set up of a secure deal-room and its operation
- “ Ensuring the availability of required artifacts from all parties
- “ Ensuring continuous communication amongst all parties

Creating Value:

Growing businesses is what we do exceptionally well at First Kernel. We assist investors de-risk their investments throughout the life-cycle, in many forms:

- “ Transform the performance of portfolio companies
- “ Infuse operational discipline into portfolio companies
- “ Integrate multiple acquisitions and investments
- “ Carve-out specific assets and businesses for M&A

Please contact us to learn more about how First Kernel can enhance the success of every transaction.