



FLG PARTNERS

CFO excellence - when experience countsSM



**SOLVING YOUR TOUGHEST PROBLEMS TO
GROW THE VALUE OF YOUR COMPANY**

www.flgpartners.com



FLG PARTNERS ARE CREATIVE, PROACTIVE AND EXPERIENCED PROBLEM SOLVERS

At FLG Partners, we are 100% client focused and results oriented. We want to work with your team to close that deal, raise that round or complete that restructuring.

We measure our success based on how successfully we help solve your problems, generate tangible business results and increase your company's value.

As C-suite players, we are known for our capabilities for solving some of the most complex and critical-path problems for clients.

"I needed to raise my next round – yesterday"

*"My CFO just announced she was leaving.
What now?"*

"I need a strategic business partner, not an accountant."

"My CFO isn't the right one to take us through due diligence and an acquisition."

"I'm preparing for an IPO. I need experienced talent in my CFO role."

"I need to change my business model and restructure the business."



WHEN CLIENTS ASK US “WHAT SHOULD A CFO BE?”, WE ADMIT, **WE’RE A LITTLE BIASED.**

At FLG, we’re not shy about our opinion about what matters most in a CFO.

We believe a high quality CFO has many more attributes than just years of experience.

They must be an invaluable business partner to the CEO but also be independent and accountable to their boards and investors.

They must be both strategic and operational and drive winning results, business success and increase company value.

And the best CFOs are more than objective sounding boards, growth strategists and financial artists – they are leaders within their organizations.



Our litmus test for a FLG CFO is this: “As a CEO, in your absence, would you be comfortable delegating to your CFO, a binding conversation or critical negotiation on behalf of your company with a third party such as a regulator, partner, investor?”

If your CFO is a FLG partner, the answer is “YES”.

FLG Delivers : Expertise & Value

OUR FORTE IS STRATEGY DEVELOPMENT, FUNDRAISING , SOLVING TOUGH BUSINESS PROBLEMS AND EXECUTING CRITICAL FINANCIAL TRANSACTIONS.

Our clients come to us when they need both immediate and long term solutions – from ramping for growth to preparing for flex points. From executing complex financial transactions to handling restructurings and acquisition integrations.

We offer turnkey solutions for boards and management teams with a flexible, “a la carte” menu of options for using us - from part time and interim CFO leadership to W2 full time partners as well as board level support, project engagements, to CFO mentoring and boot camps. And if we don't do it, we'll find you someone in our networks who does.

Burnrate Forecasting
Business Model Evaluations
Acquisition Integration
CFO Boot Camps
Financial Planning
Right Sizing
Operations
Financial Management
Strategic Planning
Profitability Improvement
Due Diligence
Restructuring
Fundraising
Turnarounds
Workouts

WHY WE'RE DIFFERENT? C-SUITE – PERIOD.

We're a different solution for CEO's and boards seeking senior level talent in a CFO role.

Here's why...

FLG Partners is more than the sum of the value each of our individual partners provide to our clients.

By leveraging our collective experience and deep networks, **we provide our clients with the highest quality CFO advisory expertise available on the market.**

How do we do this? We sum it up in 5 ways:

- We're more experienced.
- We hire quality – period.
- We're from Silicon Valley so we put a premium on being innovative and agile.
- We believe in being collaborative and client focused.
- And while we're CEO-centric, we're always board accountable.

The end result? You get a well-rounded executive who has the depth of experience to solve your toughest business issues.

- 600+ years of CFO experience
- 250 M&A transactions
- 100+ IPOs and secondary offerings
- 100+ divestiture transactions
- \$12 billion equity raised in 300+ FLG transactions
- \$11 billion debt raised in 200+ FLG transactions



Top Tier Relationships & Referral Networks

At FLG Partners, we work almost exclusively on referral and many of our partners have worked with, and for, some of the premier venture firms.

We've developed strong relationships and networking partnerships with investment and commercial banks, PE firms, top law firms, accounting and recruiting firms - regionally and nationally. Our individual partners also have deep credibility within their own personal professional networks.

Many of these industry colleagues have been referring business to us for years. **At FLG we like to say...we're proud "we get the calls"**.



"I refer clients to FLG all the time. They are my "go to" firm when you need to solve problems, raise money and get deals done fast".

FLG PARTNERS - An Agile Player

FLG PARTNERS THRIVES AT THE INTERSECTION OF DISRUPTION, INNOVATION AND CHANGE.

When you grow up in Silicon Valley, you see and do – a lot.

As financial executives, we naturally understand risk management, incentive rewards and regulation.



But we also understand data analytics, how to weigh investments in IT, SaaS, Big Data and Mar Tech how to navigate software and life sciences product roadmaps and how to build sales compensation models.

Our partners have managed the full continuum of business lifestyles and lifecycles, from startups bootstrapping their operations and watching their cash burn to series C emerging companies preparing to go public to private equity-funded exits.



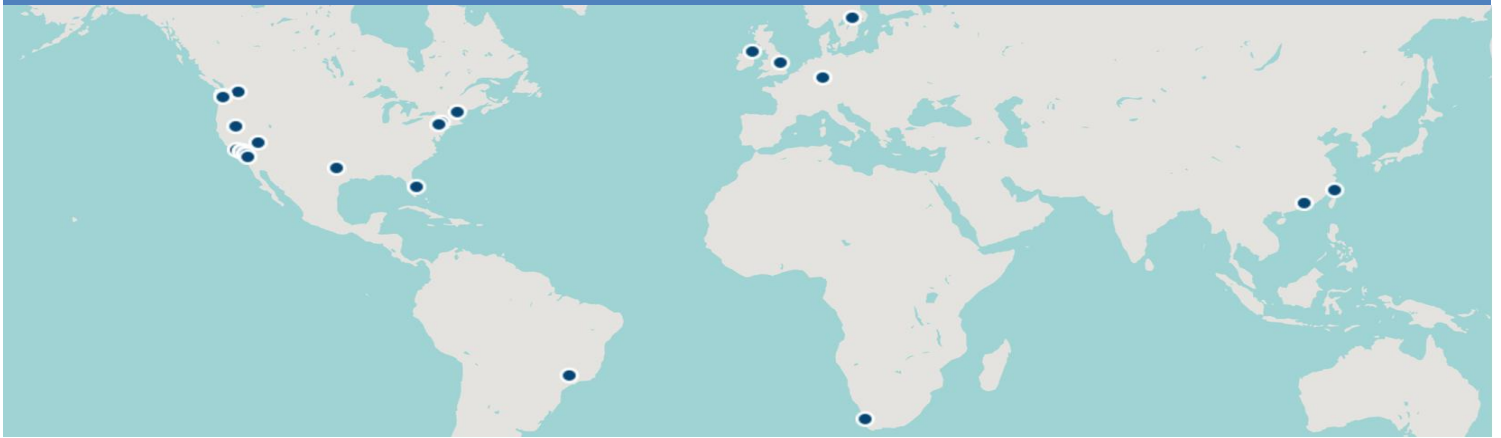
“Mayvenn brought on FLG at a time when our finance department was in really bad shape. Within 60 days of coming on-board, our books were completely cleaned up, compliance and processes completely re-designed, and the right, full-time hires were made to ensure continuity.

They were incredibly fast to not only pair us with a partner that had the appropriate expertise, but who was also a good cultural fit. This firm is highly professional and has integrity. I'm very pleased with FLG and recommend them to any company looking to either turn around or take their finance department to the next level.”

Diishan Imira, CEO, Mayvenn



Local to Global Impact



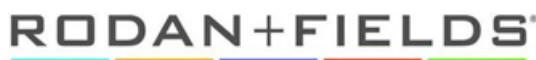
FLG has a strong track record of client success which speaks for itself.

Our advisory practice spans hundreds of client engagements across many industry sectors delivering a comprehensive range and depth of CFO leadership, capabilities and expertise.

We've worked with some of the most innovative, private and public company leaders around – locally, regionally and globally.

In fact, our clients are our number one source of new business and we have longstanding relationships with many of them.

We believe our broad depth of experience across sectors, financial transactions and business issues combined with our Silicon Valley roots, give us a unique edge when solving problems for CEO's and boards – from startups to Fortune 100's.

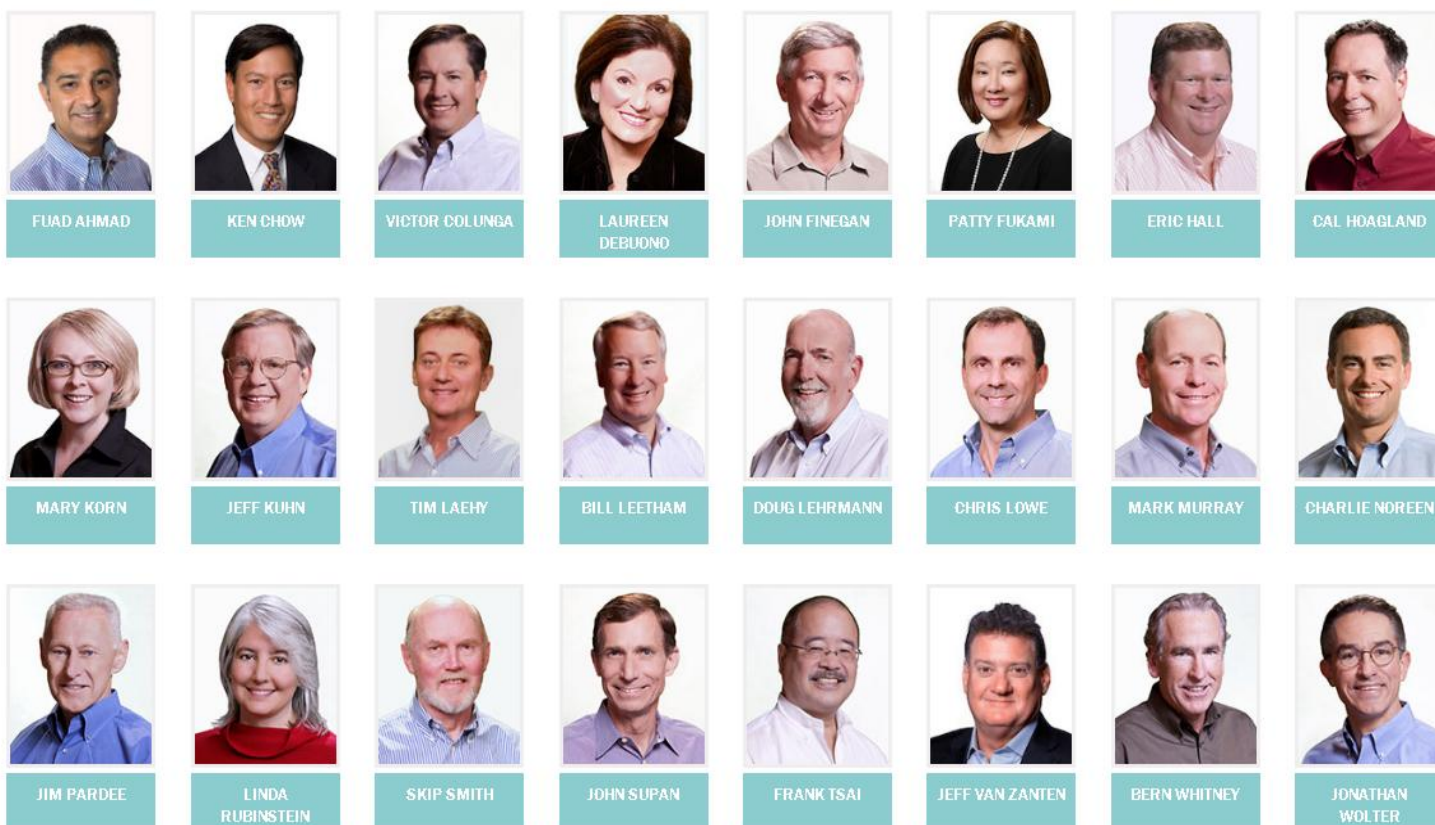




The Leader in CFO solutions and CEO/board financial advice and consulting

Over the past 13 years, **FLG has expanded our partnership to include 24 senior-level executives** each, with an average of over 20+ years of business and financial experience and strong familiarity with fundraising, complex accounting and transactions and business problem solving. Our partners have successfully led finance functions in public and private companies undergoing significant transition, from rapid growth to restructurings, M&A and liquidity events.

We have extremely high standards for partners at FLG and carefully vet all new partner prospects against a rigorous set of criteria. We carefully match client needs to recommended partners and then let our clients decide who to hire.



How can we help?

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