

BUSINESS OPPORTUNITIES 2024



APRIL 2024



For additional information, please read carefully the notice at the end of this presentation.

Project Astrum - Equity up to USD 200 MM



CROSSING BORDERS, ACCELERATING GROWTH:
INVEST WITH ONE OF MEXICO'S LEADING CAR
DEALERSHIP

This **roll-up strategy** opportunity presents a USA Car Dealerships Company, subsidiary of a renowned Mexican conglomerate. With strong financials, a strategic growth plan in West and Central US, and a seasoned management team, the company is set to make a significant impact in the automotive industry.

The strategic investor stands to benefit from the company's established market presence in Mexico, favorable market dynamics, and carefully planned expansion strategy.

US Car Dealerships Company Overview:

- US subsidiary of a well-established Mexican conglomerate (75+ years of experience) with sales exceeding USD 1,000 million and EBITDA of approx. USD 100 million
- One Subsidiary is operating 3 dealerships in the USA.

Prominent Player in Automotive Industry:

- Recognized as a key player in the automotive sector
- Thriving in both US markets and Mexico

Investment Opportunity:

- Seeking Strategic Investor: Up to USD 200 million **co-investment**
- Staged Funding: Approx. USD 50 million increments per year
- Expansion Plan: Acquire dealerships in high-potential West and Central USA regions
- Target Audience: Latino communities in strategic areas
- Growth Potential: Tapping into thriving markets

Favorable Market Dynamics:

- Automotive Market: A stable Mexican and Growth in the USA market
- Growing Latino Population: Strong demand for quality vehicles and services
- Ample Growth Prospects: Expanding market opportunities

Experienced Management Team:

- Industry Veterans: Over 28 years of experience
- Deep Industry Knowledge: Strategic insights and expertise
- Advised by Blue Chip Company

Valuable Industry Connections:

- Network for competitive advantage
- Phased Approach: Opened or acquired 55 selected points of sales

Steady Growth:

- Exponential growth trajectory since 2021
- Operational Digital Strategy: Designed and implemented for market advantage

ESG: The company adheres to numerous ESG regulations in its operations

Project Centaur - Equity up to USD 75 MM



Near Shore Play

"Buy and built" Investment Opportunity in a Freight Transportation and Logistics Company:

Industry Growth Potential: The Mexican freight and logistics industry is poised for sustained growth, driven by factors like manufacturing, trade flows, and energy imports. (Nearshoring)

Competitive Position: The company **ranks among the top 10 players** in Mexican trucking, boasting modern assets, strong client relationships, and a competitive edge through its fuel supply business.

Consolidation Opportunity: The **fragmented nature of Mexico's trucking industry presents** an opportunity for market share expansion through acquisitions and organic growth, exemplified by the potential Prisa acquisition.

Operating Improvements: Operational enhancements such as fleet upgrades, better asset utilization, and technology investments could lead to improved cash flows, margin expansion, and multiple growth.

New Management: Private equity ownership could facilitate strengthening the management team and financial controls, enhancing overall business performance.

ESG Focus: The company's commitment to environmental initiatives, including fleet efficiency, accident reduction, and CO2 emissions reduction, aligns with ESG investing criteria.

Attractive Returns: Estimated IRR of approximately 16% for equity investment, meeting private equity return benchmarks

Project Infra- Carretera- Guatemala USD 35 MM



Business Opportunity:

- The project is seeking a Limited Partner (LP) or Co-Investor, offering an equity ticket up to USD/ 35million (GTQ XX MM) to participate in the investment
- A total investment of approximately GTQ 1800 million / US \$230 million, with an equity structure of 40% founding partners and 60% third-party equity, aiming for a significant positive impact on traffic safety and commerce efficiency.

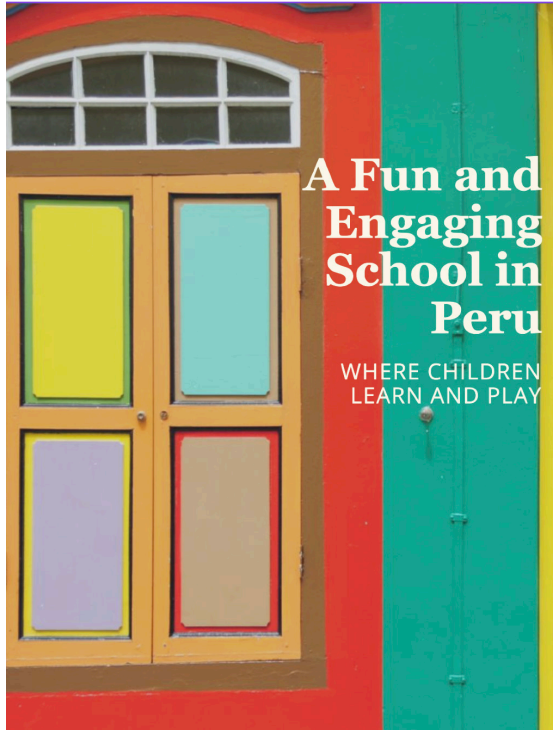
Highlights

- Investment in the design, rehabilitation, maintenance, operation, and conservation of the Escuintla-Puerto Quetzal highway, enhancing it to highway standards and generating over 1,700 jobs.
- This initiative will be the first Public-Private Infrastructure Project in Guatemala, expected to significantly contribute to the region's development, with a projected 3% contribution to GDP from construction alone.
- The project boasts a seasoned operator with 30 years of experience in Guatemala, including successful previous projects like the Autopista Palín-Escuintla, demonstrating capability and experience in highway management and operation

ESG Initiatives for Reducing Environmental Impact:

- The project aligns with ESG principles by generating employment, incorporating safety and convenience features (such as pedestrian bridges and accident insurance), and focusing on technology to improve transportation operation and safety.
- A commitment to social responsibility is highlighted by initiatives like reinvestment in social programs and the structuring of the first Public-Private Partnership for infrastructure in Guatemala, emphasizing sustainable, socially responsible development

Project Scola- Infra School Construction SOL 66 MM



Business Opportunity:

- Development and operation of High-Performance Schools in Pasco, Cusco, and Huancavelica, Peru, as part of the 2019-2021 education investment plan of the Ministry of Education of Peru (MINEDU).
- The project entails design, finance, construction, equipment, and operation of mandatory services for three schools, aimed at serving over 900 students annually in low-income communities.
- The project is seeking a Limited Partner (LP) or Co-Investor, offering an equity ticket up to S/ 66 million (Sol 66 MM) to participate in the investment
-
- This initiative represents the beginning of a recurrent business model, with the potential for more investment opportunities in similar projects, indicating a long-term strategic partnership and growth potential

Highlights:

- The project represents a Co-financed Private Initiative (CFPI) with a 20-year concession contract, including a detailed timeline from definitive engineering studies to operations and maintenance.
-
- It features a comprehensive investment structure involving strategic partners, equity investors, and a relationship with the Peruvian government for the execution of the project

ESG Initiatives for Reducing Environmental Impact:

- The project sponsor, is committed to incorporating ESG criteria into their projects, promoting sustainable development, and enhancing the impact and shared value of social projects.
- Previous awards for ESG excellence include Tlalnepantla Hospital receiving the first LEED silver certification in Mexico and being awarded “Best PPP in Latin America” by Euromoney in 201

Agro Project - Private Equity USD 5 - 10 MMUSD



Business Opportunity:

- This Mexican company focuses on cultivating various agricultural products like sorghum, soybeans, blueberries, and roses, aiming for growth and land acquisition for expanded production to supply both national and international markets.

Building Highlights:

- Expansion includes macro tunnels on La Joya ranch and mechanization of lands for increased cultivation efficiency, along with the acquisition of a productive ranch with an irrigation system.

Deal Highlights:

- Securing funding for capex to support agricultural growth and expansion, with a significant portion of production aimed for export, enhancing profitability and market reach.

ESG Initiatives for Reducing Environmental Impact:

- Implementing best cultivation practices and pursuing certification as a socially responsible company, along with Global Gap certification for blueberries, indicates a commitment to sustainable and ethical farming practices.

RE Retail Apartments - Private Equity/ Mezz USD 5 - 10 MMUSD



Business Opportunity:

- Focus on middle-income residential and retail spaces in strategic locations within Colombia, Peru, Uruguay, and Paraguay.
- Targeting a mix of young professionals, small families, couples in the "empty nest" phase, and local communities with a demand for retail and service businesses.
- Investment in areas with significant housing deficits and strong demand for modern, quality living spaces and retail services, offering high growth and return potential.

Construction Highlights:

- Diverse unit sizes and modern architectural designs aimed at meeting specific market demands across different segments and locations.
- Implementation of Guaranteed Maximum Price (GMP) contracts and other risk mitigation strategies to ensure project viability and cost-effectiveness.
- Emphasis on strategic locations such as proximity to educational institutions, commercial centers, and notable urban developments to enhance project appeal and value.

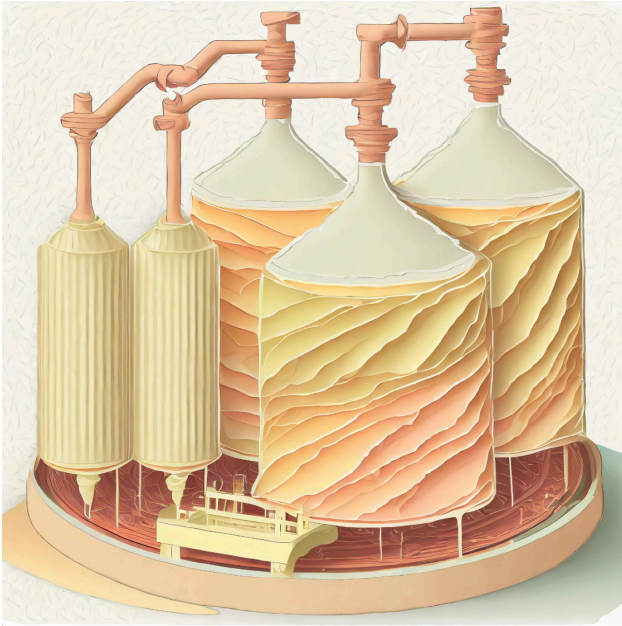
ESG Initiatives:

- While specific ESG initiatives are not detailed across all projects, the focus on middle-income housing and community-centric retail spaces implies a commitment to social sustainability and community development.
- Potential positive impacts on local communities through increased access to services, housing, and improved living standards.
- The architectural and location considerations suggest an emphasis on creating quality living spaces that could include environmental sustainability features, though explicit ESG initiatives are not extensively outlined in the provided documents.

Debt Opportunities



Compressed LNG - USD 560 MM Opportunity



Business Opportunity:

- The deal is between the National Center for Natural Gas Control (CENAGAS) and the company for the provision of liquified natural gas storage services for operational balancing of the National Integrated System for Natural Gas Transport and Storage.
- Long-term Revenue Streams: Secure contracts for 30 years ensures predictable and stable revenue from energy sales to reputable off-takers like CFE GENERACIÓN I.
- Market Expansion Potential: Opportunity to scale operations and expand into new markets leveraging the existing contractual framework and network.

Building Highlights:

- State-of-the-Art Technology: Utilization of cutting-edge technology for energy generation, ensuring high efficiency and lower operational costs.
- Location Advantage: Strategically located assets to optimize energy distribution and minimize transmission losses.
- Sustainability and Innovation: Facilities designed with sustainability in mind, featuring innovative solutions to minimize environmental impact.

Deal Highlights:

- Attractive Valuation: Favorable purchase terms reflecting a deep understanding of the energy market's future potential.
- Growth Synergies: Potential synergies with existing portfolio companies, enabling cross-sectorial innovation and efficiency improvements.
- Regulatory Compliance: Adherence to local and international regulatory standards, ensuring a smooth transition and operation post-acquisition.

ESG Initiatives for Reducing Environmental Impact:

- Carbon Footprint Reduction: Commitment to reducing GHG emissions through the adoption of renewable energy sources and energy efficiency measures.
- Biodiversity Conservation: Implementation of measures to protect local biodiversity, including habitat restoration and conservation projects.
- Community Engagement: Active engagement with local communities to ensure sustainable development that meets their needs and priorities.

Maintenance - USD 25 MM Opportunity



Business Opportunity:

- Our client is actively pursuing a strategic blend of debt and mezzanine financing to take full advantage of this and subsequent tender opportunities within the offshore vessel chartering industry.
- Chartering opportunity for up to 16 Platform Supply Vessels (PSVs) with Petrobras, emphasizing a competitive selection process based on the lowest daily charter rate, accommodating various vessel types and capacities within predefined operational start dates across three lots (A, B, C) to support offshore operations starting February 2024.
- Participation invites proposals from vessel owners worldwide, with priority given to Brazilian-flagged vessels, offering a strategic entry into the Brazilian offshore market with potential for long-term collaboration and expansion, leveraging operational readiness and compliance with Petrobras' specifications and contractual terms.

Highlights

- **Project Lifecycle and Operational Needs:** Petrobra's oil and gas exploration and production projects have multiple phases, each with its specific requirements for support vessels. As projects progress, expire, or new ones commence, the demand for PSVs remains constant, leading to recurrent tender and lending opportunities.
- **Fleet Management Practices:** Petrobra's prefer chartering over owning vessels due to the flexibility it offers in managing their fleet size according to current needs, avoiding the overheads associated with vessel maintenance, and adapting more easily to technological advancements and regulatory changes.

Habitat Project - Loan Opportunity



The project is a mixed-use real estate development in Monterrey, Nuevo León, Mexico, developed by Construction Comp. The project encompasses a variety of spaces, including apartments, offices, commercial premises, and a hotel, on a land area of 6790.75 m². It's located in the southern part of Monterrey,. Designed by Swiss architect the City Center stands at 37 levels with a total construction area of 101,716.68 m².

The development includes:

- 11 Levels of Parking
- 3 Levels of Commerce
- 1 Level of Offices
- 7 Levels for the Hotel
- 2 Levels of Club
- 31 Levels of Apartments

Furthermore, the project details specific areas such as:

- Apartments: A tower with 44,271 m² of construction across 31 levels.
- Amenities: 848.55 m² of outdoor and 468.00 m² of indoor areas for the exclusive use of residents.
- Club: Approximately 3,646 m², including 2,441.50 m² of indoor and 1,204.50 m² for a sports club on two levels with a pool, mini court, gym, playroom, cinema, play area, and outdoor grills.
- Hotel: 7 levels with 130 single rooms, including dining services, a gym, meeting rooms, and administrative offices.
- Offices: Available on one level, ranging from 56 m² to 83 m².
- Commercial Premises: 63 units spread over three levels, ranging from 57 m² to 83 m² for sale.
- Parking: Available on eleven levels (6 underground, ground level, and 4 above ground).



Car Dealership - Loans or Private Placement (USD 100 MM)



Project Highlights:

- Well-established Mexican conglomerate (75+ years of experience) with sales exceeding USD 740 million and EBITDA of USD 88 million
- Expansion of leasing business and portfolio growth in Mexico.
- Diverse dealership network offering a mix of consumer auto financing and corporate leasing.
- Specialization in Asian automotive brands for targeted expansion.

Credit facilities for Leasing of New Vehicles:

- Credit facility amount: Up to MXN 900 million or the equivalent in US Dollars.
- Interest rate: TIIE or SOFR + a percentage to be determined (TDB%).
- Term: Between 48 and 60 months.
- Maximum annual effective rate: To be determined (TDB).
- Proceeds: Aimed at new auto leasing or working capital.

Used Cars Credit facility amount:

- Up to MXN 900 million or the equivalent in US Dollars.
- Proceeds: Intended for auto credit for used cars.
- Interest rate: TIIE or SOFR + a percentage to be determined (TBD).
- Term: Up to 48 months.
- Collateral: The age of the vehicle plus the credit term must not exceed 10 years.
- Maximum annual effective rate: To be determined (TDB).

Deal Highlights:

- Financing aimed at supporting new auto leasing and working capital for financing semi-new cars.
- Offers detailed terms and conditions for the credit facilities, including principal amounts, interest rates, and repayment terms.

ESG Initiatives:

- Renewable Energy: Installation of solar panels across all dealerships, promoting energy efficiency and reduced carbon footprint.
- Electric Vehicles: Commitment to offering 100% electric and hybrid vehicle technologies, aligning with global trends towards sustainable transportation.

Operational Leases in MXN or USD or COP



The Opportunity

- European commercial equipment leasing company sell credit asset back leases.
- The leasing company wants to reduce its financial exposure to certain companies in Mexico by selling the cash flow streams from some of its operating leases.
- Proposed lease transactions with international or local blue companies in Mexico.
- Opportunity in MXN or USD ranging from small tickets to USD15 MM (or equivalent)

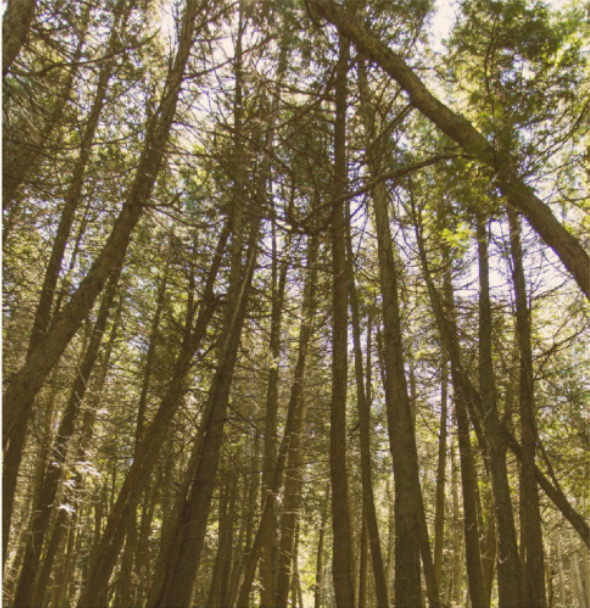
Key details on the leases:

- Triple net (NNN) leases
- Non-recourse financial factoring contract
- Pledge collateral without transfer of possession
- No direct deposit from the lessee to a trust

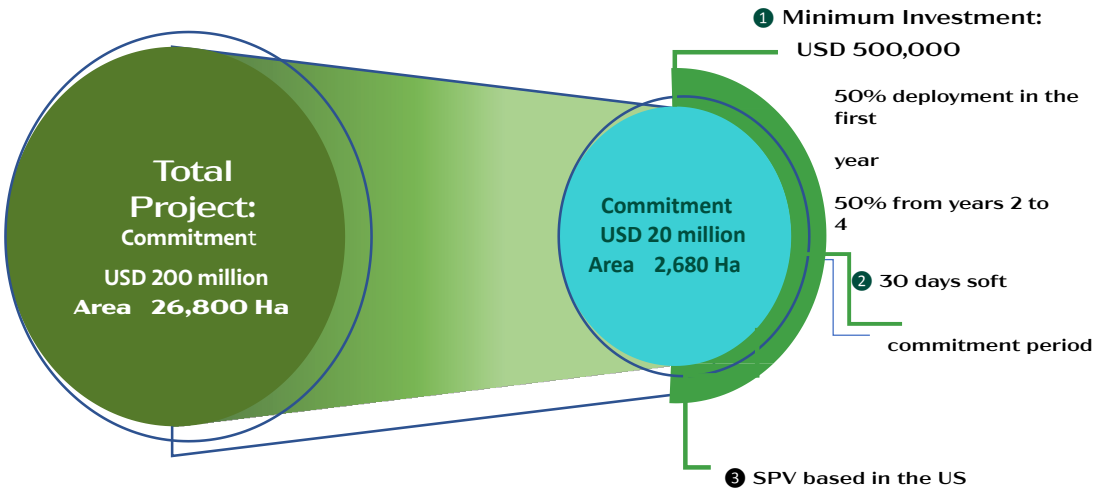
Holding Company:

- They have over 40 years experience in lease origination and hold a portfolio of approx \$1.5 billion.

CARBON CREDIT GENERATION



Carbon Credits – Project Vichada Raising USD 20 million to Reforest 2,680 ha



- Founded in 2007 with private capital, the Developer has specialized in the management and execution of integrated and sustainable forestry projects in the Province of Vichada, Colombia.
- The project is located in Colombia, in the extreme north of South America, in a region called Orinoquía
- Province / Department: Vichada
- Area 105,947 km
- Population density 1,13 hab/km²
- 13 years of consolidation
- International Certifications: FSC, Gold Standard
- Project's Lands;
 - 32,000 Hectares planted since 2009
 - 45,000 Hectares of respected native forests and retreat areas
- 40,000,000 Trees planted
- More than 1,5 mmof VERs issued and sold



Assets for Sale



Wind & Solar Projects Ready for Sale in Brazil



Portfolio of Wind and Solar Energy in the North and South Brazil (the "Portfolio")

Portfolio Overview

- The Company has retained ARODB Capital Advisors LLC ("ARODB") as its financial advisor to find an investor for the project.
- An experienced developer wind and solar power generation projects (the "Company"), is evaluating a total or partial sale of its 100% of its Portfolio. Can provide à la carte services.
- The Companies have the following Portfolio of Wind and Solar Energy projects.



Developer

The Developer (EPC) acts as a company in the energy sector, focused on developing solutions in wind, photovoltaic solar, biofuels and hydropower. The EPC has 17 years technical knowledge and experience in all areas necessary for the development of large projects.

The EPC has developed more than 5,000 MW in wind energy projects divided in several sites in the south and northeast of Brazil.

The Developer joined a group of investors from the west of Santa Catarina to create several wind projects throughout the country.

We currently participate as an investor in around 3750 MW in wind projects.

Services

Registration with Aneel / EPE For Electricity Auctions

Graphic Simulation of Air Generators in the Landscape

Air Generator Noise Analysis

Wind Farm Projects

Shadow Study / Shadow Flicker

Measurement Towers / Measurement Campaign

Study Of Wind Potential With Existing Data

Micro siting



PORTFOLIO STATUS

- The Company with the help of its partners, has wind, solar and hybrid projects in 7 different Brazilian states (RS, MG, BA, PB, RN, CE and PI).
- The Company's developing portfolio accounts for approximately 14.3; early stage 3.7 GW, gigawatts projects, 1.82 GW Shovel Ready and 8.79 GW under permitting & license process.

Wind Projects for Sale in Brazil

Project	Solar Power (MWp)	Wind Rated Power (MW)	Source	Localization	Available Area (ha)	Georeferencing	Measurement Campaign	Environmental license (LP)	Environmental Installation license (LI)	Connection Point (POI)	DRO/GRANT ANEEL	Project Price
Project 1	933 MWp.	-	Solar	PI	3,169.65 ha	GEO Done	Done	Done -Environmental License (LP) Issued To do	To do	Yes	Done -	R\$ 102,627,800
Project 2		250 MWp.	Wind/Solar	PI	5,842.00 ha	GEO Done	On going		To do	Yes	To do	R\$ 12,500,000
Project 3	808 MWp.	-	Solar	BA	2,228.72 ha	GEO Done	Done	Environmental studies Done. Protocol under analysis by INEMA. E	To do	Yes	Done -	R\$ 88,880,000
Project 4	-	252 MWp.	Wind	RS	3,735.12 ha	GEO On going	On going	Environmental studies EIA/RIMA On going	To do	Yes	To do	R\$ 15,120,000
Project 5	-	84 MWp.	Wind	PB	548.93 ha	GEO Done	Done	Done -Environmental License (LP) Issued	Yes,	Yes	On going	R\$ 9,240,000
Project 6	-	204 MWp.	Wind	PI	2,997.45 ha	GEO On going	Done	Environmental studies EIA/RIMA On going	To do	Yes	On going	R\$ 12,264,000
Project 7	90 MWp.	90 MWp.	Wind/Solar	CE	1,146.00 ha	To do	To do	To do	To do	Yes	To do	R\$ 4,500,000
Project 8	90 MWp.	110 MWp.	Wind/Solar	RN	1,400.00 ha	To do	To do	To do	To do	Yes	To do	R\$ 5,000,000
Project 9	150 MWp.	300 MWp.	Wind/Solar	BA	6,000.00 ha	To do	To do	To do	To do	Yes	To do	R\$ 11,250,000
Project 10	-	35 MWp.	Wind	RN	448.00 ha	GEO Done	To do	To do	To do	Yes	To do	R\$ 875,000
Project 11	588 MWp.	500 MWp.	Wind/Solar	BA	3,977.40 ha	To do	To do	To do	To do	Yes	To do	R\$ 27,200,000
Project 12	353 MWp.	300 MWp.	Wind/Solar	PI	1,974.07 ha	To do	To do	To do	To do	Yes	To do	R\$ 16,320,000
Project 13	412 MWp.	-	Solar	CE	835.71 ha	To do	To do	To do	To do	Yes	To do	R\$ 10,290,000
Project 14	35 MWp.	-	Solar	RN	110.96 ha	To do	To do	To do	To do	Yes	To do	R\$ 882,000
Project 15	353 MWp.	-	Solar	CE	1,019.31 ha	To do	To do	To do	To do	Yes	To do	R\$ 8,820,000
Project 16	-	250 MWp.	Wind	RS	1,457.58 ha	GEO On going	Done	To do	To do	Yes	To do	R\$ 12,500,000
Project 17	300 MWp.	-	Solar	MG	600.00 ha	GEO Done	To do	To do	To do	Yes	To do	R\$ 7,500,000
Project 18	1,000 MWp.	-	Solar	PI	3,471.00 ha	To do	Done	To do	To do	Yes	To do	R\$ 80,000,000
Project 19	5,000 MWp.	1,000 MWp.	Wind/Solar	BA	93,946.00 ha	GEO On going 70% Done	On going	To do	To do	Yes	To do	R\$ 150,000,000
Project 20	-	840 MWp.	Wind	RS	10,717.00 ha	GEO On going 90% Done	Done	Environmental studies EIA/RIMA On going	To do	Yes	To do	R\$ 67,200,000
	10,111 MWp.	4,215 MWp.			145,624.90 ha							R\$ 642,968,800



**ACHIEVING BALANCE
IN LITIGATION
FINANCE**

Litigation Finance

IFONE vs Apple Litigation Opportunity approx USD 1 Bi



Overview:

IFONE, S.A. DE C.V., Mexico, has successfully defended its trademark "IFONE Y DISEÑO" against APPLE INC., USA, and major Mexican telecommunications companies (AT&T, Movistar, and Telcel). The dispute involves attempts by APPLE INC. to invalidate the trademark through caducity and non-renewal claims. Legal proceedings have consistently favored IFONE, with a significant chance of success.

Key Points:

- **Trademark Ownership:** IFONE, S.A. DE C.V. is the confirmed rightful owner of the trademark "IFONE Y DISEÑO," validated by final court judgments.
- **Infringement Confirmation:** The Superior Chamber of the Federal Court of Administrative Justice declared major telecom companies (formerly Iusacell, now AT&T, Movistar, and Telcel) as infringers for unauthorized use of the trademark.
- **Unsuccessful Strategies by APPLE INC.:**
- **Caducity Attempt:** APPLE INC.'s effort to declare caducity failed, with a court confirming the validity of IFONE's trademark.
- **Non-Renewal Claim:** A challenge to the trademark's renewal also failed, highlighting legal flaws in APPLE INC.'s arguments.
- **Potential Compensation:** The investment opportunity offers a chance to seek compensation through a civil route, amounting to 40% of the profits gained from the unauthorized use of the trademark by the parties involved.
- **Economic Claim:** A substantial economic claim, estimated at approximately 800 million to 1.3 bi dollars, adds to the appeal of the investment. (study to be updated)
- **Legal Process Stage:** The administrative litigation is nearing its conclusion, and a favorable outcome would lead to the civil indemnification stage, expected to last about one and a half years in various instances.
- **Potential for Negotiation:** IFONE, S.A. DE C.V. remains open to negotiation, providing an avenue for an early resolution, either through the sale of the trademark or the company itself.

Investment Strategy:

- **Legal Precedents:** The consistent success of IFONE, S.A. DE C.V. in legal proceedings establishes a strong legal precedent, increasing the likelihood of success in seeking compensation.
- **Risks:** While success rates are favorable, potential risks include unforeseen legal developments and delays in the legal process.
- **Negotiation Opportunity:** The option for negotiation with APPLE INC. provides flexibility for an early resolution and potential investment exit.

AMPARO - MXN 500 MM - Monetization



Overview:

Case Summary: Amparo Lawsuit vs. Articles 17 and 18-A of the Value Added Tax Law

Date: February 8, 2023, to present

Plaintiff: Company (SAPI SOFOM ENR)

Defendant: Unspecified, related to the Value Added Tax Law

Issue: The unconstitutionality of Articles 17 and 18-A of the Value Added Tax Law regarding the fiscal treatment of interest derived from credits granted by financial system taxpayers.

Background:

- Prior to February 8, 2023, the Company considered the value of interest collected from credits for Value Added Tax (VAT) purposes.
- Starting February 8, 2023, the Company applied Articles 17 and 18-A for the first time, considering the actual value of accrued interest for VAT payment, leading to detriment as the interest had not been effectively collected.
- Legal Action:
- In March 2023, the Company filed an amparo lawsuit challenging the constitutionality of these articles.
- The lawsuit aims to allow the Company to consider the actual value of effectively collected interest, rather than accrued, for VAT calculation and payment.

Evidence and Court Proceedings:

- Key evidence includes expert witness testimony in accounting matters.
- The District Court and a Collegiate Tribunal decided to consider only the expert reports from the Company's and the Court's appointed experts, excluding the defendant authorities' expert report.
- Both considered reports are in complete agreement, favoring the Company's position.

Current Status and Outlook:

- The judgment is anticipated in February 2024.
- A favorable judgment could lead to the Company obtaining a refund for amounts paid in February 2023.
- The judgment can be reviewed by the Supreme Court of Justice of the Nation, depending on its favorability to either party.
- Communication:
- The Company will be kept informed about the progress and is open to further questions or comments.

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