

Cobblestone Advisers LLC

About Cobblestone Advisers LLC

Founded in 1989, Cobblestone Advisers provides customized, discretionary financial advisory and capital raising services to principals of private companies, families, and individuals. Cobblestone provides this service to clients who have "special situations" requiring independent objective advice resulting in a well designed and executed financial and operating solutions. These "special situations" require growth capital for acquisitions, joint ventures, recapitalizations, special projects, and shareholder liquidity resolution.

Cobblestone was established by our Managing Partner, Mr. Eugene O'Malley, who has been actively engaged in trans-Atlantic advisory for the past 18 years, to provide custom solutions to client specific business situations. Cobblestone is a transaction-based firm with a focus on combining various capital requirements and techniques to achieve a specific result. We work with a broad range of financing capabilities including private equity funds, mezzanine funds, hedge funds, structured finance groups, pension funds, and insurance companies to execute our client's financing requirements.

Cobblestone utilizes a project management approach with all of our assignments. Each assignment is customized in content and personnel to meet the expressed need of our client. We organize our team with the most highly qualified international specialists to craft and execute complicated client solutions. Our assignments range in complexity, duration, and specialist composition in the achievement of our client's objectives. This customized "specialist team" approach assures our clients well thought out superior solutions, executed in a timely, cost effective, and discreet manner.

Advisory/Capital Raising Services

The following is a summary of the services provided by Cobblestone Advisers LLC:

The typical client's reason for raising capital is one of the following:

- Growth
- Recapitalization
- Ownership transition

Our typical client:

- Aggressively seeks growth through targeted acquisitions
- Has a sense of urgency
- Makes timely decisions because a strategy is in place or under development
- Seeks capital amounts in the range of \$10 to \$300 million

Phase 1 - Strategy (Retainer based services)

- Assess client's present strategy and capital position
- Recommend modifications to the client's strategy to prepare for raising capital
- Determine appropriate future capital strategy to satisfy client's needs

Phase 2 - Raise Capital (Success based services, after performing Phase 1)

- Determine the best sources of potential capital for the circumstances
- Contact the financing sources and begin making presentations
- Assist with investor negotiations
- Provide due diligence support, as necessary
- Drive the transaction to closing

Senior Partners



Eugene F. O'Malley. comalley@cobbleadvisers.com. Mr. O'Malley is the Managing Partner of Cobblestone Advisers, LLC. Mr. O'Malley has over twenty years of international business consulting and fund raising advisory experience with a strong specialization in advising foreign companies with acquisition and market entry strategies into the U.S.A. Prior to founding Cobblestone in 1989, Mr. O'Malley was head of the corporate restructuring practice at Arthur D. Little, Inc., at the time, the world's fourth largest consulting firm with global advisory responsibilities. Mr. O'Malley has been an active investor in innovative technology solutions companies with global customers. He has strong capabilities in industrial technology applications, real estate, and cross border operations. Mr. O'Malley has played an active role in over 40 cross border transactions. Mr. O'Malley received a B.S. in Finance from Boston College and earned a M.B.A. in International Finance from Fordham University. He was raised in the Boston area and is married with three children and resides in Wellesley, Massachusetts.



Peter A. Phelps. phelps@cobbleadvisers.com. Mr. Phelps is a Partner with Cobblestone Advisers, LLC. Mr. Phelps has over twenty years experience in the finance and accounting area. Prior to joining Cobblestone in 2003, Mr. Phelps was the Chief Financial Officer of a number of technology companies and raised in excess of \$300 million in capital for the various companies. One of the technology companies also had a very successful IPO in 1999. Prior to the technology companies, Mr. Phelps was CFO of a private equity firm in Boston for 12 years. During his tenure with the private equity firm, he was very active in investing in and running companies primarily in the following industries: technology, medical, real estate and manufacturing. Prior to the private equity firm, Mr. Phelps spent seven years with two of the "Big 4" accounting firms, one in audit and the other in the tax department. Mr. Phelps received a B.S. in Accounting from the University of Maryland and earned a M.B.A. from George Washington University and is a Certified Public Accountant. He has lived most of his life in the Boston area and is married with three children and resides in North Andover, Massachusetts.

Experience

Representative List of Completed Transactions

Originated, structured, and executed as financial adviser the acquisition of a contract service provider in Tennessee. Purchase price – \$38 million (cross border transaction).

Originated, structured, and executed as financial adviser the acquisition of an industrial processing plant in New York. Purchase price – \$45 million (cross border transaction).

Originated, structured, and executed as financial adviser the acquisition of a maintenance software company in Texas. Purchase price – \$19 million (cross border transaction).

Originated, structured, and executed and raised the capital for an industrial inspection company as financial adviser in Massachusetts. Valuation price – \$10 million (cross border transaction).

Acted as Financial Advisers in Raising \$6 million for a Medical device company in Massachusetts. Valuation \$40 million (cross border transaction).

Raised capital for Massachusetts-based Small Business Investment Corporation (SBIC). Capital raised \$62 million.

Road Show and successful Initial Public Offering for a Massachusetts based technology company. Capital raised \$82 million. Company was subsequently sold to a competitor for \$1.1 billion.

Raised capital for a Massachusetts based technology company from various Venture Capital Firms, Private Equity Firms, strategic corporate investors, and wealthy individuals. Capital raised \$160 million.

Purchase of the financial services division of a Fortune 500 company. Structured transaction and performed due diligence procedures. Purchase price – \$260 million.

Contact Us



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