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Private Equity Investments in Money Transmitters

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Jackson Hole, Wyoming

Overview

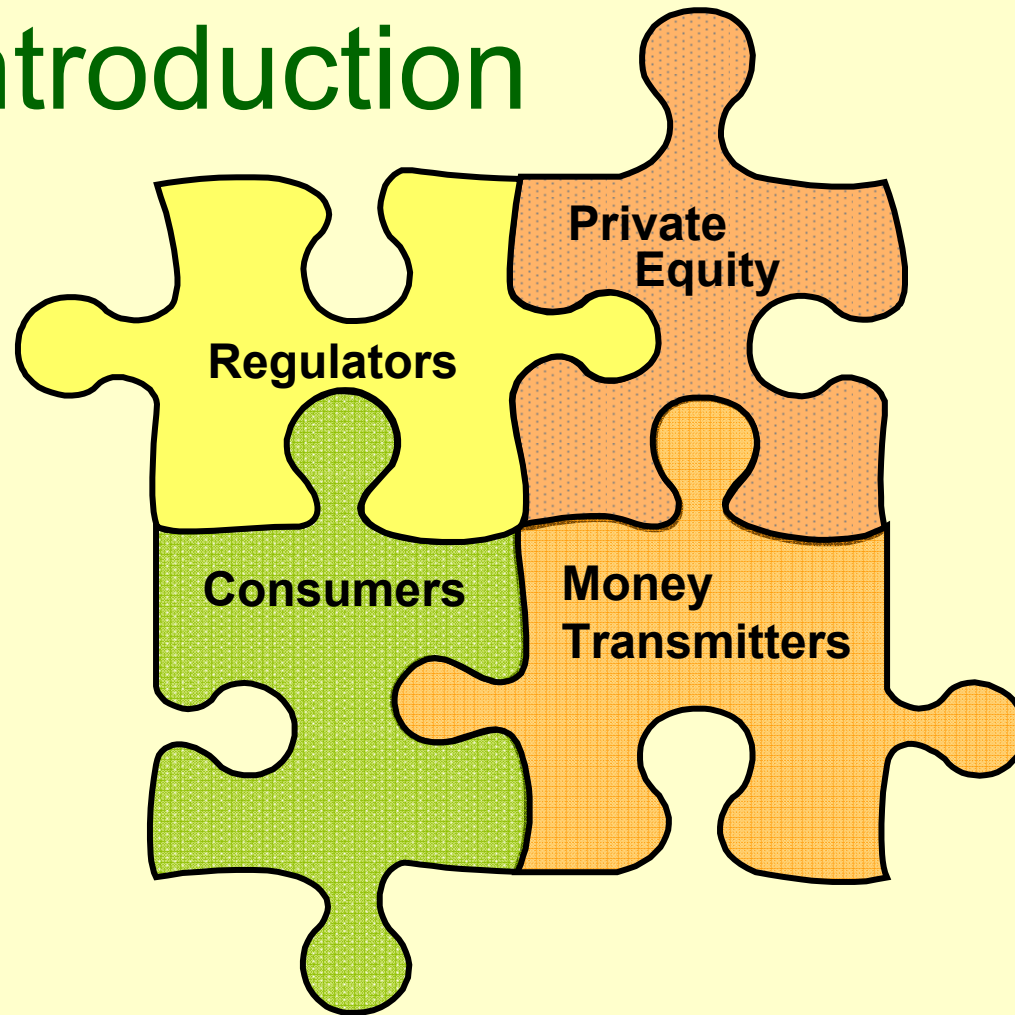
- Introduction
- Fundamental Principles of Private Equity Transactions
- Private Equity Industry Overview
- Private Equity Impact on the Money Transmitter Industry
- Regulatory Considerations
- Questions and Discussion

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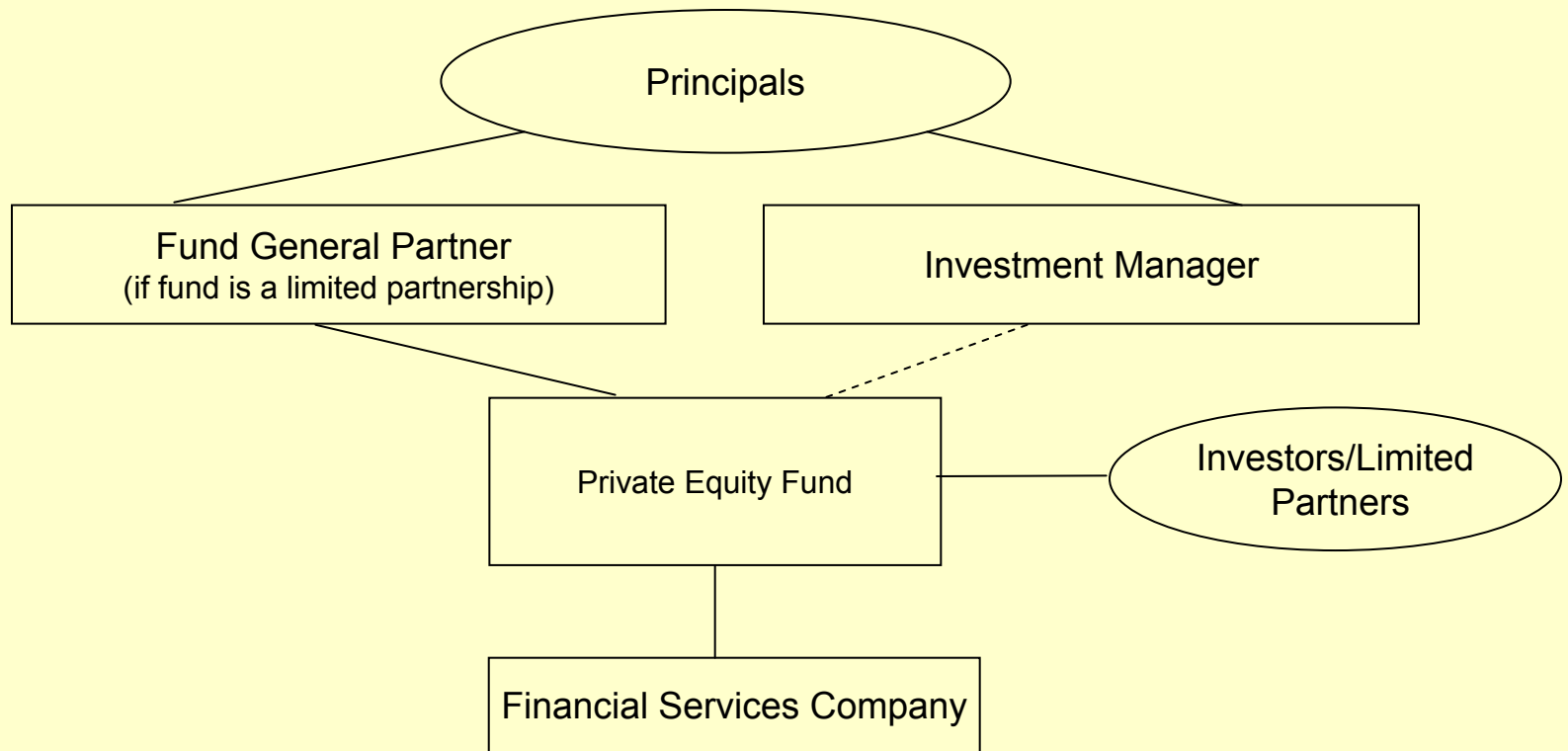
Introduction



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Fundamental Principles of Private Equity Transactions

Differences Between Public Corporations and Private Entities: Ownership Structure



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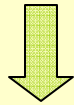
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Fundamental Principals of Private Equity Transactions

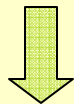
debt financing



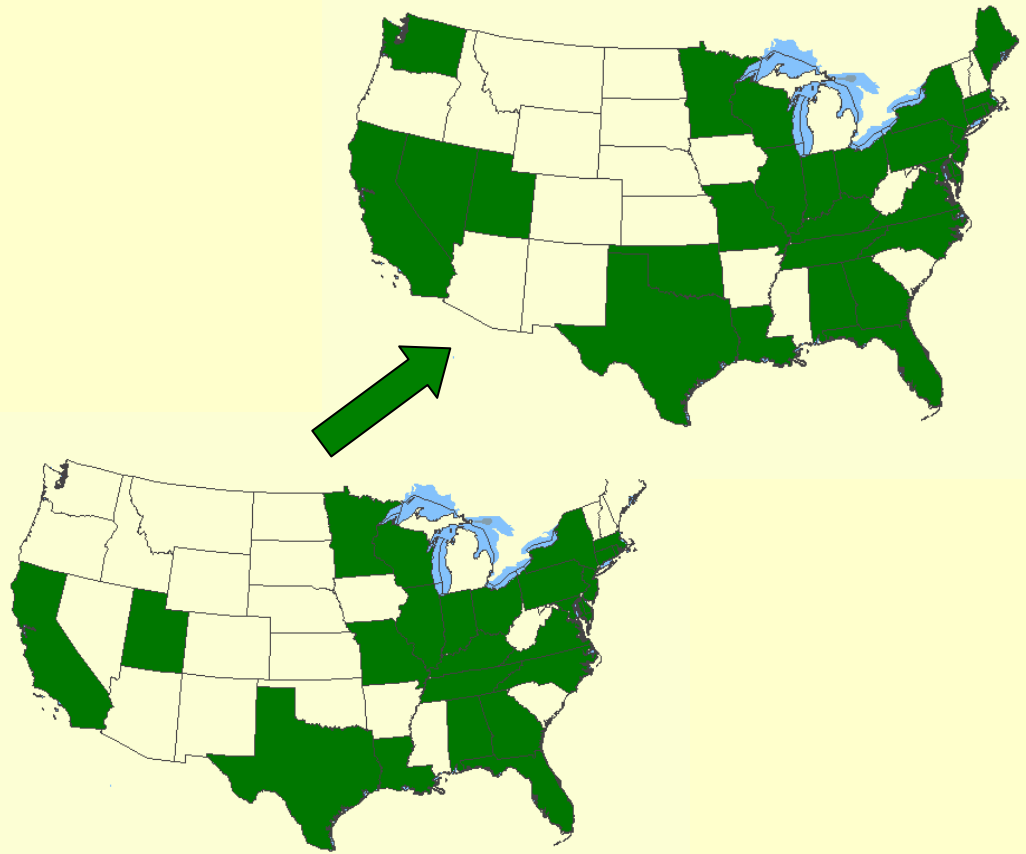
grow or improve
company



increase revenue



exit strategy



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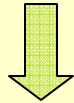
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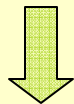
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Fundamental Principals of Private Equity Transactions

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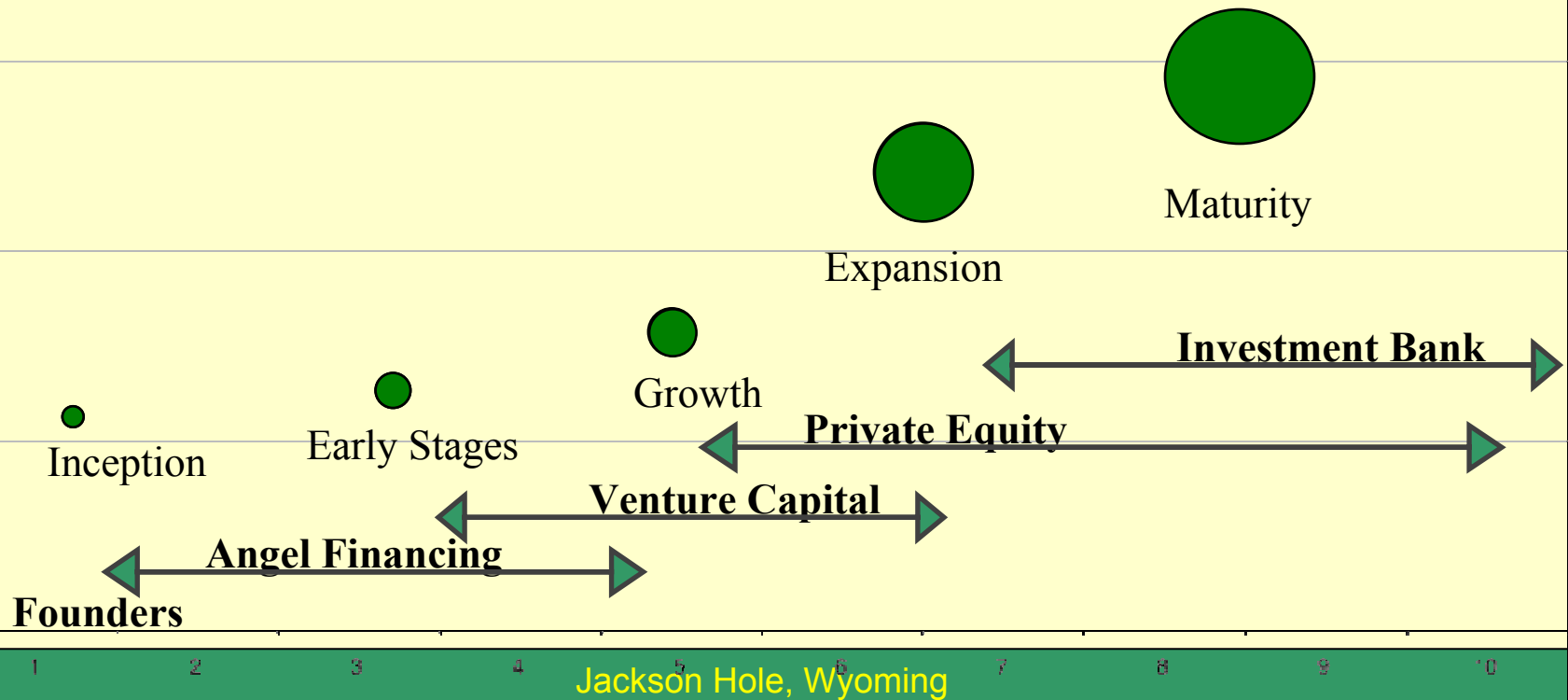
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Private Equity Industry Overview



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Private Equity Industry Overview Management + Control Parties



Payday for Seller



Incentives to Stay



Final Exit

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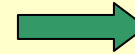
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Private Equity Impact on Money Transmitter Industry



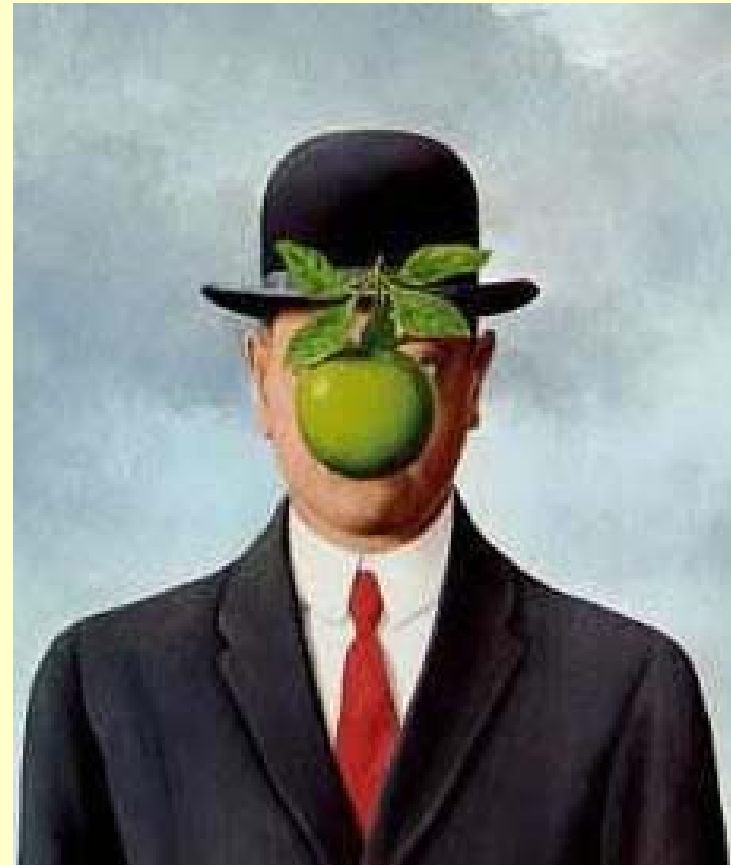
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Regulatory Concerns

- Lack of public disclosures & parent regulatory oversight
- Short/Medium-term nature of investment
- Leverage
- Current Market Climate
- Controlling Persons
- Acquirer's Management and Industry Expertise



Regulatory Concerns Communication is Key

- Notices & Applications
- Provide Clear Business Plan
- Describe how existing business will change if at all
- Discuss whether key management and compliance personnel will change
- Emphasis should be on persons with executive control over business



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Questions and Discussion

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Thank You!

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