



**Capital CFO
Partners**
Strategic Executive Advisors

Blake Pyle

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Blake Pyle is a trusted and highly accomplished Senior Financial Executive with successful experience working in public and privately-held companies including multi-unit, multi-location operations in the payment services, merchant acquiring, direct selling, direct marketing, restaurant, manufacturing and distribution industries. He has worked with multiple private investor groups from the due diligence stage to ongoing investor relations. Blake also co-founded and served as CFO of 5 affiliated payment services companies over a span of 8 years.

As CFO of multiple high growth small and mid-size companies including startups, Blake has been a strategic partner establishing vision and plans and developing business models for organic growth with a focus on creating enterprise value. Blake has implemented financial reporting systems and infrastructure, developed realistic growth plans, established key performance indicators, measured accountability, built strategic partnerships and vendor relationships, and managed all aspects of Finance and Human Resources Administration.

Blake has extensive experience in senior financial capacities with 3 companies ranging from \$250 to \$500 million in annual revenue providing financial reporting, financial planning & analysis, budgeting, forecasting and key performance indicator reporting as well as mergers and acquisitions due diligence. In addition, Blake has led and participated in raising approximately \$1.9 Billion in Equity, Debt and Bank Credit facilities during his career.

Throughout his career Blake has proven he can quickly identify and understand situations unique to a company, provide sound modeling and forecasts that lay out a roadmap for management to understand the economic drivers and results of specific strategic initiatives. He has managed through high growth periods, developed infrastructure and prepared for future growth. He has also successfully transitioned through business downturns and consolidations.

Blake received his Bachelor of Business Administration, Accounting from Texas A&M University in College Station, Texas, where he played baseball and was co-Captain.

Summary of Skills

- ✓ Strategic Vision and Leadership
- ✓ Creating Enterprise Value
- ✓ Revenue Growth
- ✓ Due Diligence
- ✓ Financial Statement Analysis
- ✓ Budgeting & Forecasting
- ✓ Key Performance Indicator Reporting
- ✓ Operations & Efficiency Analysis

Specific Experience

Co-Founder and Chief Financial Officer of a Payment Services Company

- Handled all aspects of Finance, HR and Legal for multi-unit, multi-location company
- Developed business plans and future growth strategies from startup to exit strategy
- Launched 5 affiliated companies in 8 years and maintained 5 separate set of books
- Generated approximately \$43 million in annual revenue and \$11 million EBITDA

Chief Financial Officer of a Payment Services Company

- Partnered with the CEO to ensure strategic vision was implemented successfully
- Implemented budgeting and forecasting that allowed for explosive growth
- Substantially grew EBITDA from \$3 million to \$9 million in less than 3 years

Senior Vice President, Finance of a Payment Services Company

- Managed multi-location US/Canada Finance teams
- Implemented budgeting and forecasts for more than 900 employees and 15 key affiliates
- Measured key performance indicators to improve forecasts and productivity
- Worked with PE firm requests providing detailed financial analysis
- Performed due diligence and valuation analysis on acquisition candidates
- Prepared budgets, forecasts and financial presentations for international affiliate

Vice President of Financial Reporting of a Direct Sales Company

- Established initial budget and forecasting process for a 40-year old company
- Developed financial team in preparation for future reporting requirements
- Worked closely with PE firm prior to and following transaction
- Managed all SEC and financial reporting and lender and Board presentations

Manager of Financial Reporting of a Direct Marketing Company

- Prepared SEC and financial reporting, audit reports and supporting schedules
- Assisted Treasurer with budgeting and forecasting including weekly cash flows
- Prepared monthly Board reports as well as other materials for PE firm

Senior Associate of a Public Accounting Firm

- Worked in small business sector which offered greater audit area responsibilities
- Fast tracked learning curve and supervised audit engagements within first year
- Specialized in debt offerings under Rule 144A of the Securities Act

Industry Experience

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| ✓ Payment Services | ✓ Restaurant |
| ✓ Merchant Acquiring | ✓ Manufacturing |
| ✓ Direct Selling | ✓ Distribution |
| ✓ Direct Marketing | ✓ International |