

VRG COMPANIES



archetype

VRH
VALUE RECOVERY HOLDING

VRG
VALUE
RECOVERY
GROUP

Who We Are

We are an international financial services company seeking to build value through solutions for our clients.

What We Do

Apply fundamental approaches to the business sectors of Asset Recovery Management, Financial Advisory, Project Management, and Real Estate Development

Serve government agencies, financial institutions, and private companies across five continents—each client with its unique scope of work and objectives.

Leverage a global network of professionals, select advisors from academia, and government policymakers, to address our clients' scope of work.

We are Woman-Owned and Internationally-Diversified

We Venture To:



Unlock Value In Your Distressed Assets



Unearth Real Estate Solutions



Unleash Success In Public Programs

Our Core Competencies:

- Commercial debt collections and asset recovery, worldwide
- Substantial Private and Public collections experience; skilled in maintaining compliance
- Providing a full array of consumer collection services
- Asset tracking services via GPS and cloud-based computing
- Real estate and business asset advisory, workout, and management services for Real Estate Owned (REO)
- Receiverships, valuations, and ownership transitions. Provides business consulting, customer service training, and takeover management--including for commercial, industrial, and hospitality assets such as golf courses and hotels
- Creating and managing loan and/or guarantee programs for government credit programs
- Providing financial advisory, program management, financial and technical underwriting and servicing for large infrastructure and energy loans
- Real estate advisory and development. We partner with or lead public and private entities on complex real estate challenges by engaging our project analysis, strategic planning, financial advisory, and project management techniques

Asset Management, Dispositions, and Collections Services



Federal Deposit Insurance Corporation (FDIC) Collections

Value Recovery Group (VRG) has been a General Partner of a JDC Partnership with the Federal Deposit Insurance Corporation over the last 25 years, and has recovered on a \$6 billion portfolio of distressed unsecured loans. This was the first public private partnership created by the FDIC, and is considered their strongest performing partnership. VRG also became the Special Servicer and co-owner of a land trust formed with the RTC on a portfolio of \$65 million in distressed land loans. VRG successfully disposed of all of the assets and achieved a 35% return to its investors. This land trust was the **first of its type** for the Agency.





Export-Import Bank Claims and Recovery

Value Recovery Group was awarded the first and only contract from the Export-Import Bank of the U.S. (“Ex-Im Bank”) to process their export and working capital claims. VRG greatly improved their claims processing, and exceeded all expectations and metrics. This contract and relationship led to a subsidiary to VRG, Global Recovery Group (“GRG”), being awarded the contract to recover/collect on the paid claims. For 11 years, GRG continues to serve as Ex-Im Bank’s recovery firm worldwide collecting on a \$1.5 billion portfolio in over 120 countries. In addition to its contracts with Ex-Im Bank and OPIC, GRG also collects on behalf of 12 other export credit agencies and private firms around the world, handling many of their commercial collections and workouts.



U.S. Department of the Treasury

Value Recovery Group completed a pilot contract with the U.S. Department of the Treasury. VRG performed case closures and resolutions, asset investigations, and litigation support through its diverse legal team and leading investigative technology. VRG determined which of Treasury’s inventory of claims were enforceable and collectible, and for those that were, VRG prepared legal referrals to the U.S. Department of Justice. Again, this was a **first of its type** contract.



Domestic Collections Experience

Collections Services

- Partnership with the Federal Deposit Insurance Corporation (FDIC)
- U.S. Treasury, Financial Management Services
- U.S. Department of Education
- Ohio Attorney General Special Counsel & Third Party Vendor, Collections
- Active Financial Institutions

Case #1 - Fraudulent Conveyance

Apartment developers incurred a \$13 million judgment, and each partner engaged in fraudulent transfer schemes. VRG learned that one defendant owned 23 payday lender shops, so VRG sued and settled for \$650,000. VRG was able to uncover another \$650,000 through the other debtor, by peeling back a fraudulent conveyance of properties to a son-in-law.



Case #2 - REO



VRG identified and managed a portfolio of bank-owned properties in Puerto Rico. VRG foreclosed on the properties as a downstream participant, cleared title, and then packaged and wholesaled the properties. VRG successfully recovered \$2.5 million.

Case #3 - International Affairs

VRG converted a \$10 million bank judgment and pre-notation mortgage on a \$10 million villa in south Athens, Greece to a settlement with the decedent's heirs for \$2.9 million. This transaction involved the complex process of registering and transferring of rights between England, the U.S., and Greece.



Case #4 - Incumbered and Deeply Archived Debt



VRG assumed a portfolio of out-of-statute HELOC loans valued in excess of \$100 million from IndyMac Bank. Recovery on these loans was only possible in the event the second mortgage needed to be released at the closing table, therefore these assets were not liquid. VRG analyzed the entire portfolio and adjusted the balance to its true balance of \$20 million. After doing so, VRG identified buyers and packaged the portfolio for sale, generating \$2.6 million by managing and leading a competitive bidding process.

Case #5 - Risky Business

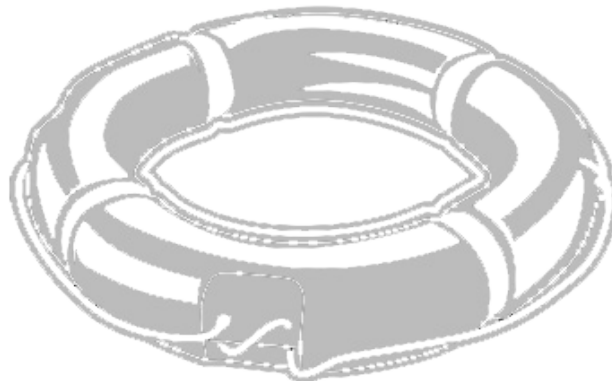
VRG was assigned a \$60 million judgment centered on two brothers and their banking empire, which was a nationally-known controversy. VRG funded a multi-year investigation, and arrived to the conclusion that the former CEO and his network of other felons had exaggerated their net worth by arranging extensive and complex fraud schemes. These schemes were so complex that traditional recovery efforts would not be practical. VRG did, however, monitor real estate activity in the area, and identified that the individuals were involved. From this discovery, VRG recovered substantial commissions from real estate transactions.



Case #6 - Lifeline

VRG held over \$2 million of judgments against a failed real estate deal involving two business partners who served as guarantors. Upon investigation, it was verified that the first guarantor had been unemployed for several years, so that he could spend his time and resources caring for his ailing parents. Furthermore, it was revealed and determined that the first guarantor and his family fell victim to the second guarantor's fraudulent behavior and swindling tactics, which not only resulted in the judgments, but had imposed substantial financial distress that impacted the first guarantor's family for over a decade.

VRG worked with the first guarantor to settle these claims to the best of his ability, allowing him to not only avoid bankruptcy, but to continue caring for his family's health and financial stability.



International Collection Experience

Collections Services

- Export-Import Bank of the United States (Ex-Im Bank) *(via our sister company, Global Recovery Group)*
- Overseas Private Investment Corporation (OPIC) *(via our sister company, Global Recovery Group)*
- Various Export Credit Agencies and Development Finance Institutions, including but not limited to NEXI, PICC, & Euhler

Case #1 - Leverage with Legal Remedies

Global Recovery Group was assigned a judgment for \$3.2 million on a factory in Ghana. After numerous attempts to reach an appropriate settlement, with the defendants acting in bad faith, GRG exercised a series of legal remedies, including execution against the assets of the guarantors. This effort garnered a large-balance payment plan which has neared its completion. These results were achieved by the grit of GRG, unwilling to accept a low offer, thereby making use of the execution process to lever the greatest return for their client.



Case #2 - Identify, Seize, and Control



Global Recovery Group was assigned a \$3.2 million unsecured loan against a Bahraini textile company. After the debtor failed to bring a settlement in good faith, GRG quickly turned to a private investigator, which discovered substantial assets. GRG engaged counsel used in a prior case in the Middle East, and brought action to Bahrain's Urgent Court to freeze all assets. This effort resulted in a \$3 million payment to the GRG client within 12 months of its assignment.

Case #3 - Third Time's the Charm



Global Recovery Group was assigned a \$7.8 million judgment awarded by the High Court of Justice in London against an African petroleum company. This company did business in Tanzania, Uganda, Kenya, and Mauritius. The client had labored for years to collect, and had engaged two other recovery consultants, before GRG's involvement. An African GRG employee was engaged to identify all assets related to the guarantors and the business, and obtained counsel across this region of Africa. GRG established a friendly rapport with the debtors and was able to expose even more assets, after the guarantors had demonstrated they fraudulently conveyed a valuable hotel company to relatives. Within six months of assignment, GRG recovered \$7.8 million.

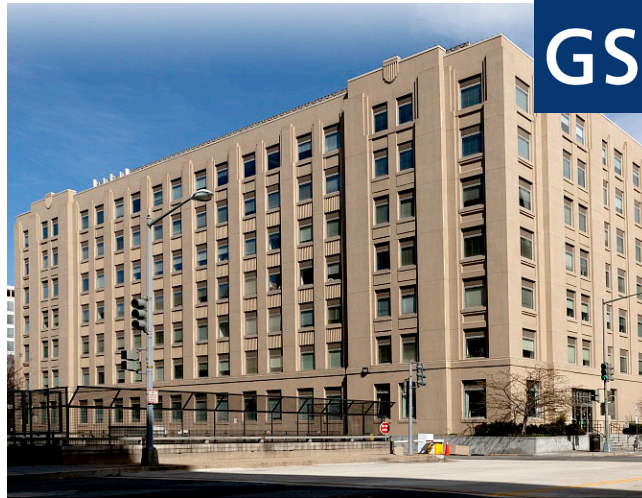
Case #4 - Getting Involved on The Ground Level

Global Recovery Group was engaged by a European development finance institution to recover on a \$15 million unsecured loan to an Ecuadorean bank, which had been placed in receivership 10 years prior. In working with the receiver, GRG took a creative approach: GRG acquired the bank's debt and equity interests in an undercapitalized, 300-employee food processing company in Ecuador. A GRG employee was installed on the board and oversaw operations, recapitalization, and corporate governance to ensure performance. By improving the performance of the company, GRG was able to recover \$12 million to the European financier.



Real Estate Services

VRG is also known for its real estate skills and knowledge, given their history of managing and disposing of properties-- both for their own portfolio and for various government agencies and private clients. The company has undertaken several large-scale Brownfield projects, and is currently active as a commercial real estate developer. The firm recently completed a 5 year



contract with the U.S. General Services Administration (GSA) to provide real estate services for U.S. federal agencies, including appraisal, property management and sales services. This was a **first of its type** contract and service.

VRG finds reward in challenging projects and engagements. Our firm leads or manages real estate development projects for public or private partners, both on the investment side and on the advisory side. VRG has distinct experience leveraging the benefits of Public-Private Partnerships, such as:

- Central Ohio Community Improvement Corporation (*Central Park of Gahanna*)
- Greater Cleveland Community Improvement Corporation (*Cuyahoga Valley Industrial Center*)



Development Partner on the ADB Safegate US Headquarters | Gahanna, Ohio | Delivered Q1 2023

Case Study: Brownfield Development Experience



In 2006, VRG undertook a huge challenge by employing a substantial amount of financial capital and resources to remediate the 64-acre Bedford landfill in Gahanna, Ohio. VRG devised and executed an adaptive reuse strategy, and transformed an entire area into Central Park of Gahanna. VRG built a golf course, and has proudly developed the 120-acres of adjacent land.

In Cleveland, Ohio, VRG has committed several years to a large public-private partnership with the City of Cleveland, and transformed 65-acres of distressed property into a fully developed industrial and commercial site.

These are both Public-Private partnerships; establishing and deploying these strategies were first of their type with those public agencies.

Case Study: Warehouse Development

VRG led the development efforts of a newly constructed, speculatively-built, institutional quality, Class A industrial asset totaling 262,500 square feet, on an infill site in eastern Columbus, Ohio. For the years preceding the development, the market had limited demand for infill development of fulfillment product; instead, similar new developments concentrated in several fulfillment regions towards the southern end of the city.

A VRG subsidiary owned the property, and envisioned a prototype fulfillment facility by studying market demand, site conditions, environmental compliance requirements, and local zoning ordinance requirements. When the timing was right, VRG then pursued the development marketplace, and structured a



unique venture with a strategic developer with experience with such product. VRG then led the process to secure investors, developed a strategic structure for equity participation, and established a favorable debt structure for the construction and mortgage loan by qualifying and identifying lenders with a shared vision for such a product. VRG led the efforts with city leadership to secure the maximum amount of tax-abatements available.

Construction was completed within two quarters and was fully leased in less than a year, confirming VRG's hypothesis that this product would be successful in the marketplace. VRG has applied these skillsets towards client projects, and does so having the experience as an owner/developer.



KEY TAKEAWAYS

- Strategic and speculative project
- Built within two quarters
- Fully leased in less than a year
- Environmental success
- Institutional quality
- Skillful financial structuring

Several Past Performance Experiences

- State of Ohio Development Services Agency
- United States Federal Transit Authority
- United States Federal Railroad Administration
- Ohio Means Jobs Workforce Development Student Loan Program
- The Ohio Air Quality Development Authority
- United States Customs and Border Protection
- United States Department of Defense (Army; Air Force)
- Active Financial Institutions



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