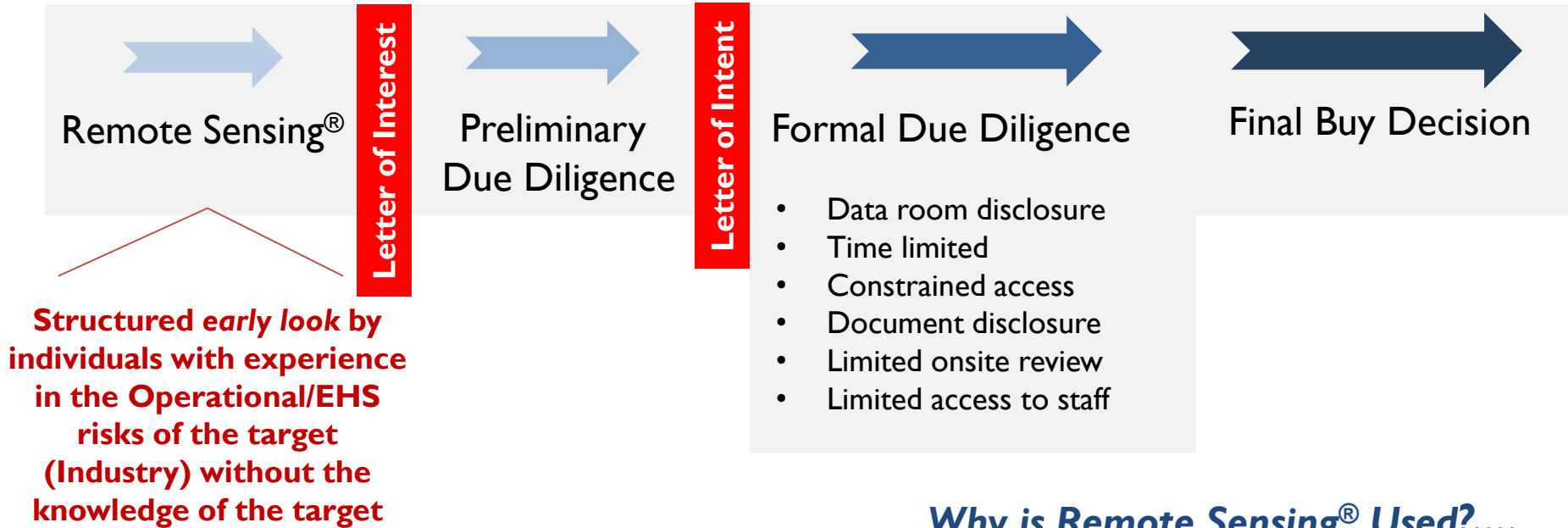


REMOTE SENSING[®]

pilko

A technique used by Pilko to provide the client with early insight on a possible acquisition target without revealing interest to the target company ...



Different Reasons for Different Clients

Client 1: *We want to know more about the EHS risks of the industry or company.*

Client 2: *We want to be more informed in talking to the Board about this possible deal.*

Client 3: *We want to be more focused when we get to the formal due diligence work.*



Due Diligence: a process conducted to properly assess the value of a possible acquisition and to uncover any potentially adverse conditions or Operational/EHS risks that could materially impact the deal or represent significant integration challenges.

Remote Sensing® enables our clients to make preliminary business decisions on M&A targets, identifying potential risks and opportunities.

What Does Remote Sensing Provide? It provides what we consider a “first peel” of both public and less than readily available information that provides insight into the target risk and their operations – and implications for next steps.

Examples

Insights into reputation

Ex target insider perspectives

Regulatory filings



Industry trade news

Presentations by target staff

Reported compliance issues

What the public see.

Pilko works with each Client to understand what early look information would be most useful to them. Our work product is the synthesis of the information found by our experienced Advisors and their thoughts for next steps.

EXAMPLE: Key Messages for Client

- Operational/EHS Risks
- Future remediation and compliance cost
- Views on Leadership
- Compliance Record
- Local community pressures
- Considerations for next steps

Actionable Intelligence