



DOWNSTREAM ENERGY

MERGERS, ACQUISITIONS, AND DIVESTITURES FINANCINGS AND RESTRUCTURING GENERAL ADVISORY AND SPECIAL NEEDS

Corner Capital provides its clients with an invaluable depth of industry experience, with over 150 years of combined experience in the Downstream Energy Industry.

www.cornercapitalpartners.com



Dear Marketer,

There has certainly been significant activity in our industry this past year. With large strategic acquirers consolidating, MLPs restructuring their assets, and international firms entering the U.S., there is ample opportunity for regional players to grow and compete, or seek a strategic exit.

Our focus has always been on crafting creative solutions for our clients. With 150 years of collective experience in the Downstream Energy business as operators, owners, lenders, and executives, our team has navigated shifting market environments to find optimal solutions on behalf of our clients.

We represent clients across all segments of our industry, and have been trusted by families and corporations with their valuable assets. Whether your company is in growth mode and looking to recapitalize, or it's time to monetize a lifetime of accomplishments, or you need assistance to negotiate with lenders, or you simply would like strategic advice, we have the bench strength to assist you.

Upon your receipt of this brochure, our team will follow up with you - whether to simply "talk shop" or assist you and your company in reaching your goals. Our firm intends to create lasting relationships with a long-term horizon, and we think you will see this in all of our client engagements, in addition to outstanding expertise in our industry and transaction endeavors.

Thank you, and we looking forward to visiting with you.

P.A. (Andy) Weber III Corner Capital Partners, LLC Corner Capital Advisors, LLC Santa Barbara, CA 93101 (805) 965-5510 w (805) 895-7280 c www.cornercapitalpartners.com

SEGMENT EXPERTISE



All professionals in our firm have "hands-on" experience operating, financing, and monetizing all segments of the Downstream Energy Industry including Convenience Retail, Commercial Fuel & Cardlocks, Dealer Fuel Supply, Transportation, Lubricants, and Propane Distribution.



Retail & Cardlocks



Transportation



Commercial Supply



Propane



Lubricants



Dealer Fuel Supply

SERVICES

Our Clients value our trust and confidentiality as we craft solutions to monetize a lifetime's work or support growth strategies for the next generation.

Mergers and Acquisitions

- Valuations
- Structured Sales
- Buy-Side Advisory
- Corporate Carve-Outs

Financing

- Asset-Based Financing
- Cash-Flow Based Financing
- Acquisition Financing
- Recapitalizations / Refinancing

Restructuring & Special Needs

- Workouts
- Creditor & Debtor Negotiations
- Bankruptcy Restructuring Services
- Loan Sales, Loan Purchases

General Advisory

- Post-Acquisition Integration
- Strategic Consulting
- Competition Analyses
- Industry & Market Insight





CORNER CAPITAL TEAM



P. A. (Andy) Weber III

Corner Capital was founded by P. A. (Andy) Weber III in 2006 to provide transaction and advisory services in the Downstream Energy and multi-unit retail industries. Andy began his career at Shell Oil Company, serving in various sales and marketing management capacities and responsible for Shell's investments in dealer and company-operated retail markets. Subsequent to Shell Oil, Andy was an international consultant in Arthur D. Little's Global Energy Practice, with principal responsibility for the downstream strategy practice. Andy most recently spent 10 years at Roundtree Capital, owning 230 convenience stores and distributing branded fuels for Chevron, Mobil, Marathon and BP. Andy was a principal in the company and ultimately served as President with overall responsibilities for portfolio growth. Andy earned his undergraduate degree from the University of Texas and his MBA from Rice University.

Carl Ray Polk, Jr.

Carl Ray began his career in 1989 selling fuels and lubricants for his family business, Polk Oil Co., Inc., located in Lufkin, Texas, and founded in 1937. Polk Oil Company was comprised of its lubricants business, convenience retailing, fast food franchises, and wholesale fuels distribution for Exxon, Mobil, and Texaco. Carl Ray conducted a buyout of the family Company in 2003, and subsequently sold Polk Oil to Brookshire Brothers, LTD in 2007. He is the Past Board Chair of the Texas Petroleum Marketers Association, a member of Coca Cola's National Retailers Council, and has served on several national committees for the National Association of Convenience Stores (NACS).

Don Mitchell

Don Mitchell, Senior Vice President of Business Development, is a graduate from Lenoir-Rhyne University in Hickory, NC, with a degree in Economics and Marketing. Don began his career with Exxon in 1971 upon graduation. After managing several different retail markets in North Carolina, Georgia, and Texas, Don was instrumental in Exxon's national entry into convenience retailing in the 1980's. From 1995, Don was involved in numerous key branded distributor activities on a regional and national level and served as Market Development Coordinator for ExxonMobil's Western Distributor Area.

Rick Golman

Rick Golman, Senior Vice President of Business Development, successfully built several retail ventures in the convenience retailing and alcohol distribution industries. In 1960, Rick and his family established the QuikWay convenience store chain in Dallas, Texas, growing the chain to 88 stores and becoming a premier fuel distributor for the Shell brand and others. The chain was acquired in 2011 by Empire Petroleum, where Rick remained and held operating roles as well as serving as a member of the Board of Directors until joining Corner Capital.

Kevin Henrick

Kevin Henrick, Principal, is responsible for managing all firm projects including financings, restructures, mergers and acquisitions, and valuation engagements. Prior to joining Corner Capital, Kevin worked for Avant, an online consumer lending platform. He began his career trading oil and natural gas derivatives for family offices (Nico Holdings and Ronin Capital). Kevin holds degrees from the University of Illinois, Columbia University, and is attending the Executive MBA Program at the University of Pennsylvania's Wharton School of Business.

Onkaar Pattar

Onkaar Pattar, Senior Analyst, graduated from the University of California, Santa Barbara with a Bachelor's degree in Economics and Accounting. Prior to joining Corner Capital, Onkaar's experience in Investment Banking has been as an analyst at RBC in Houston. He also worked at Cypress Creek in corporate finance.

Ryan McKinney

Ryan McKinney, Analyst, graduated from the University of California, Santa Barbara with a Bachelor's degree in Economics. Prior to Corner Capital, Ryan was employed in the finance department at Procore Technologies, where he conducted valuation projects and financial analysis.

CONTACTS



California



P.A. (Andy) Weber III

Office: (805) 965-5510 (ext. 1) Cell: (805) 895-7280 aweber@cornercapitalpartners.com



Kevin Henrick

Office: (805) 965-5510 (ext. 2) Cell: (646) 673-4623 kevin@cornercapitaladvisors.com

Texas



Carl Ray Polk Jr.

Office: (936) 632-9155 Cell: (936) 635-5949 crpolkjr@cornercapitaladvisors.com



Don Mitchell

Office: (805) 965-5510 (ext. 6) Cell: (713) 898-6694 dmitchell@cornercapitaladvisors.com



Rick Golman

Office: (805) 965-5510 (ext. 5) Cell: (214) 929-8318 rick@cornercapitaladvisors.com

TESTIMONIALS

"Andy Weber and his team at Corner Capital have done exceptional work supporting transactional, valuation, and various proprietary initiatives at our companies. Andy's extensive industry experience, technical competence, and practical "real world" approach is a valued resource to our organization. The Corner Capital team consistently delivers - and always in a most timely and impactful manner."

M.J. Castelo, Managing Member & President - Andretti Petroleum LLC

"When I started getting unsolicited calls from acquirers, my first call was to my friends at Corner Capital to really understand our family business' value. We decided to move forward with a sale after their valuation work, and we could not have managed the sale process without them. Corner Capital's expertise and stewardship were essential to getting the best value for our company."

Jim Kolkhorst - Kolkhorst Petroleum and Rattlers Convenience Stores

"Lard Oil recently engaged Corner Capital on two projects, first to assist in an acquisition opportunity and the other to manage the process to refinance our Sr. term and revolver facilities. The CCA team brought a wealth of knowledge and expertise and did so under our strict timelines and expectations. I have no reservations of recommending their firm and intend to engage with them as other opportunities present themselves."

Johnny Milazzo, President and CEO - Lard Oil Company

"Corner Captial demonstrated patience and persistence in our negotiations over a year's time, solving a complex structuring project. The end result was a tremendous amount of value and a great long-term relationship."

Rene & Sam Anabi - Anabi Oil







Colvin Oil Company's

ColvinOil





Leading Downstream Energy Industry operators have trusted Corner Capital with their most important business decisions.

Corner Capital

Energy. Capital. Advisory.



www.cornercapitalpartners.com