

B Petrobanc Finance

Petrobanc Management Team

Petrobanc Finance is led by a management team that has worked closely together for years to deliver gas station and convenience store loans to dealers and wholesalers. Petrobanc was founded by marketing and underwriting managers from the Citigroup Franchise Finance marketing and underwriting organization.

The Petrobanc Finance management team has several unique features that distinguish it from similar lending institutions. Our managers

- Have deep knowledge of the gas station industry gained from years' experience gained in careers originating in major oil companies and financial institutions. They know what constitutes a wise investment.
- Have originated and underwritten more than \$500MM in loans to the gas station, fast food and convenience store sectors for the past seven years.
- Grew the Citigroup Franchise Finance dealer business from \$2MM to \$175MM per year.
- Developed strong relationships with wholesalers and dealers nationwide, having built a large network based on long-term relationships and repeat loans.
- Spearheaded alliances with major oil companies and their contract agencies to handle their site divestitures.
- Set direction for the dealer business at Citigroup advising on marketing, underwriting policies, and pricing structures that were adopted successfully by Citigroup.

Kevin J. Morley

Kevin brings to Petrobanc his extensive experience in both the petroleum and financial services industries. Kevin has been with Citigroup Franchise Finance since 2001 and was a founding member of the Dealer Finance Team. He has originated loans to over 100 customers totaling \$175MM. From 2006-07 he assumed the role of Marketing Manager for the Dealer Finance team, implementing procedural and operational changes that allowed the group to capitalize on the growing wave of major-oil site divestitures and achieve the highest funding levels in its history. Prior to joining Citigroup, Kevin worked in several financial companies providing loans to the gas station and convenience store industries. He began his career with Exxon Co. USA, where for twenty years, he progressed through a series of management-level positions in marketing, logistics and refining.

Scott Poulsen

Scott joined Citigroup Franchise Finance in 2002 and has held several positions in underwriting and new business development. As an underwriter he supported both the restaurant and petroleum divisions, including more than \$100MM underwritten for the Dealer Finance Team. Recognizing his contributions, Scott was promoted to VP and moved into Marketing as the Western Region Team Leader. In that role, he spearheaded alliances with major oil companies to secure preferred-lender position for CFF in their site divestitures. In 2007 Scott was named the Business Manager for the Dealer Finance team.

Ted Smith

Ted has been in commercial finance for more than 20 years and has marketed to C&G operators for the last eleven. Ted's first sales role in this industry was as a representative for an HP subsidiary (VeriFone), leasing proprietary and ancillary equipment. Ted was always the top producer for this division. He joined Citigroup Franchise Finance in 2004 as a Vice President, originating loans on the West Coast, and has funded more than \$100M in that time.