

Questions: The Exxel Group: September 1995

1. Evaluate the Argencard deal? Is it an attractive transaction?
 - a) What are the sources of concern/uncertainty in the Argencard deal?
 - b) What are the major differences to private equity transactions in the U.S.? How has Exxel sought to address them?
 - c) What is Argencard worth? Has Exxel gotten a good deal?
2. How successful has Navarro been in setting up Exxel? What has he done right? What has he done wrong?

Assumptions:

The corporate tax rate is 30%