

## INTRODUCTION

ELG Media, a multinational media company specializing in the production, distribution and post-production of animated and live TV programming, reached a crossroads in the middle of 2005. The company had gained the attention of the world's largest media companies, such as Viacom, Time Warner and MGM Studios, and was staring at an opportunity to double their sales revenue over the next year.

## PROBLEM

ELG would have to do business according to the financial terms dictated by the larger global media conglomerates. They would need to offer extended payment terms and receive payments in the euro, U.S. dollar, and other currencies. Not only did ELG need a financing partner that could help them navigate the waiting periods they faced before receiving payment, but they also needed a firm with the flexibility to handle multiple currencies and a variety of business cultures.

## SOLUTION

CEO Adrian Marcelo Sicilia and COO Juan Bernardo Alvarez hired FGI Finance. FGI demonstrated an in-depth understanding of ELG Media's business and the markets they served, and was able to handle multiple currencies while providing a customized foreign receivables financing plan tailored specifically to ELG Media's needs.

## RESULTS

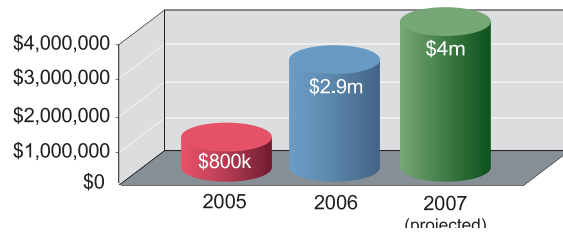
Since it began working with FGI Finance, ELG has seen its contracted sales double. The streamlined procedures FGI put in place on behalf of ELG have helped to increase the efficiency of ELG's back-office operations, allowing them to continue to grow without fear of not recouping revenues from its widespread customer base.

Since working with FGI, ELG has expanded operations to new countries, and is now doing business in the United States, United Kingdom, France, Germany, Italy, Spain, Greece, Russia, Portugal, Colombia, Argentina, Japan, and Israel. The financial backing provided by FGI enabled ELG to experience a sustained increase in accumulated sales, which are projected to reach at least \$4 million for the first quarter of 2007.

*"Our initial discussions with FGI gave us great confidence that the firm offered exactly what we were looking for—financial flexibility along with the experience and know-how to handle complex business relationships that involve cultural differences and span multiple time zones."*

**— Juan Bernardo Alvarez, COO  
ELG Media Group**

**Accumulated Contracted Sales:  
First Quarter**



*"For a company in an aggressive growth phase, having FGI as a partner has been crucial. FGI is more than a financing source. They are financial advisors in every sense. Without FGI, we would not be where we are today, working with some of the biggest media companies in the world and providing them with valuable services to put their product in front of millions of new consumers."*

**— Adrian Marcelo Sicilia, CEO  
ELG Media Group**

