



PREMIER TALENT SPORTS & ENTERTAINMENT

WWW.PTSEMGMT.COM
877.454.PTSE

Greg Holland

Pitcher, Kansas City Royals

February 19, 2021

About Us

Dear Mr. Holland,

Premier Talent Sports and Entertainment (“PTSE”) is a sports agency and entertainment management company dedicated to representing professional baseball players and entertainment personalities in all aspects of their career.

We have representatives based in Texas, Florida, Mississippi, Connecticut, and other states working to provide the best service to our clients and help them reach their professional goals. We pride ourselves on our dedication and service to our clients, with teams of professionals including former major and minor league players, collegiate stars, former major league scouts, and licensed attorneys.

Our experienced staff and dedication sets us apart from the competition. With our knowledge and network, we can help you achieve your goals to propel you in your professional career.

Player Valuation Report

We want to help you in your decision of selecting a licensed MLB agent. Our team of experienced data analysts are providing you with this report to help guide your decision.

At PTSE, we evaluate the performance of baseball players and identify players whose performance outruns their salary. Our team has created algorithms based on the metrics that are most important in analyzing baseball player performance and have identified players who are undervalued. Based on our team’s analysis on your salary and performance in these metrics, we believe that you are an undervalued player. We are providing you with our analysis and insights to highlight the potential you have in a higher salary.

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Summary of Potential Client

Date of Report:	February 19, 2021
Name:	Greg Holland
Age:	35
Height/Weight:	5'10 / 205 lbs
Bats/Throws:	R/R
Position(s):	Pitcher
Team:	Kansas City Royals



Scope of the Valuation

Scope:

The purpose of this report is to present our data and analytical findings that serve as evidence of our desire to sign the subject player. The data and findings that are found in this report were created by the data analytics team at PTSE.

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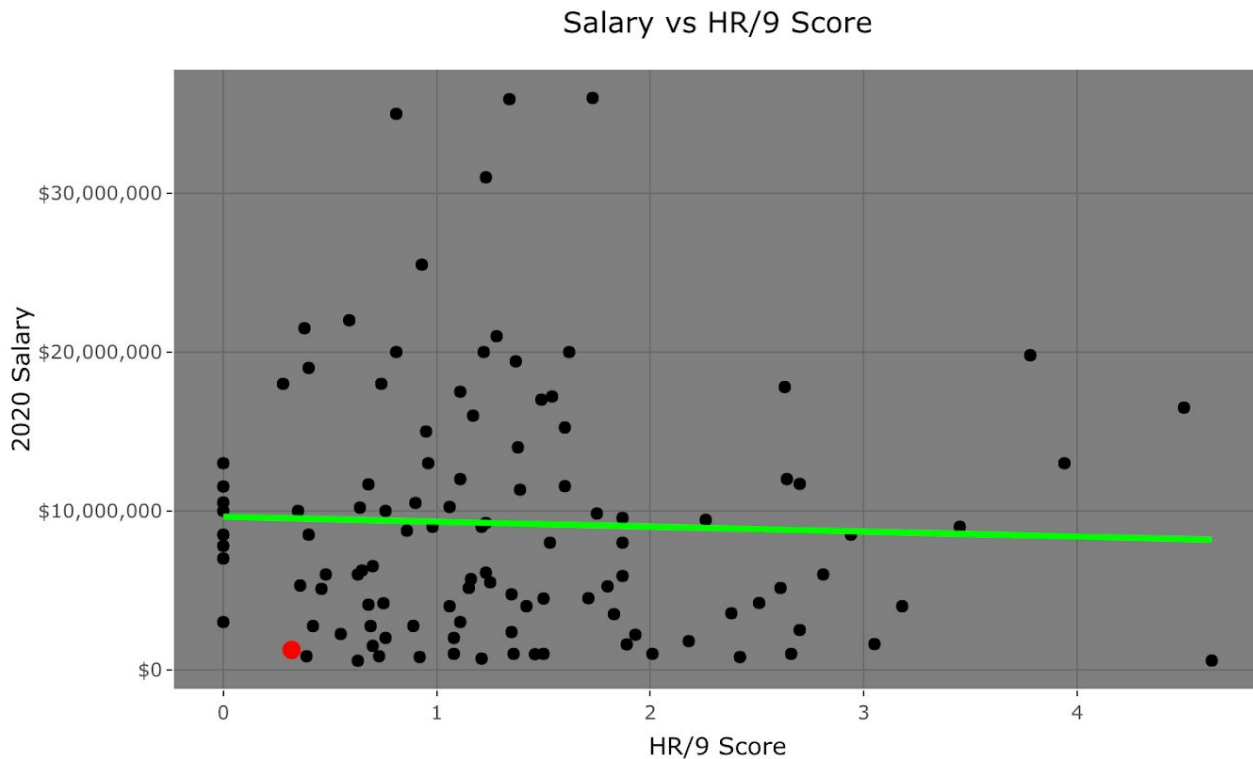
Accuracy Of Materials:

Because this report is not produced in accordance with any agreement between PTSE and the Potential Client, PTSE bears no responsibility for inaccurate information. Information and data are compiled from multiple sources and every effort is made to attain the highest level of accuracy possible. However, no warranty is given for its accuracy.



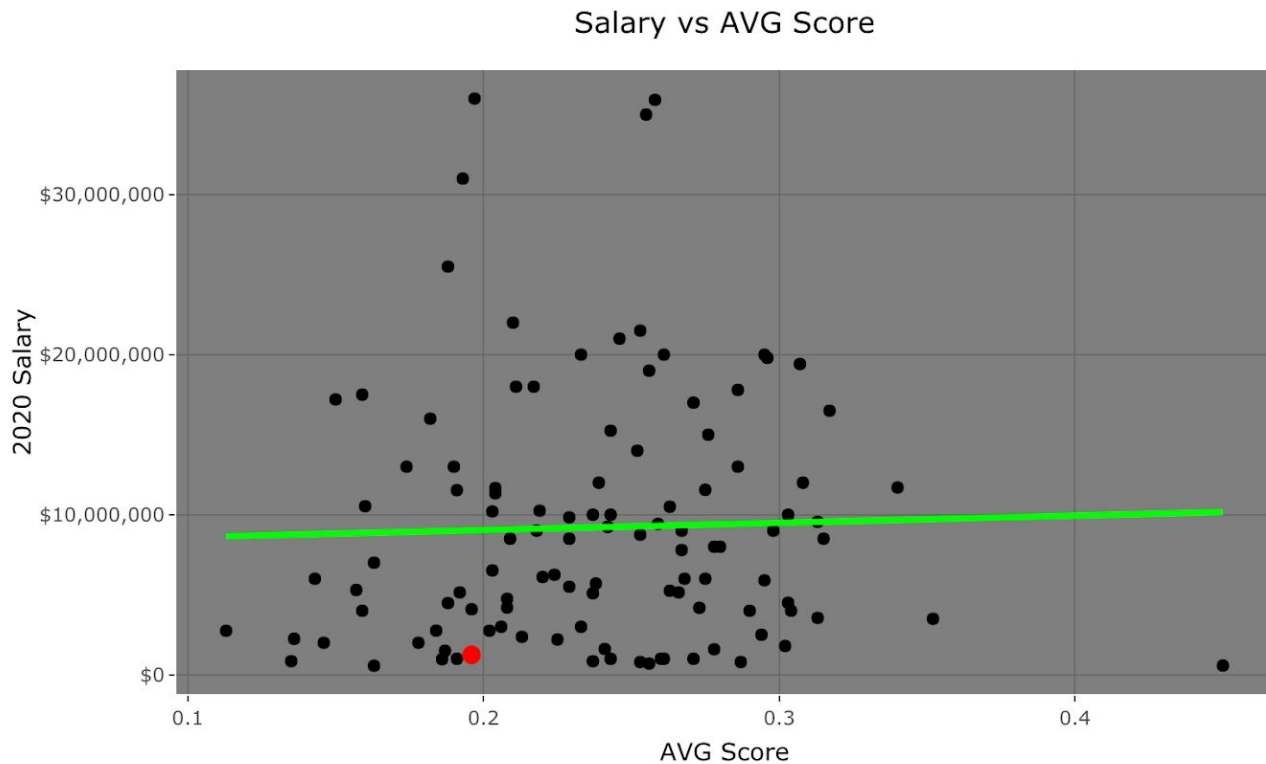
Analysis of Statistics for Important Metrics

HR/9

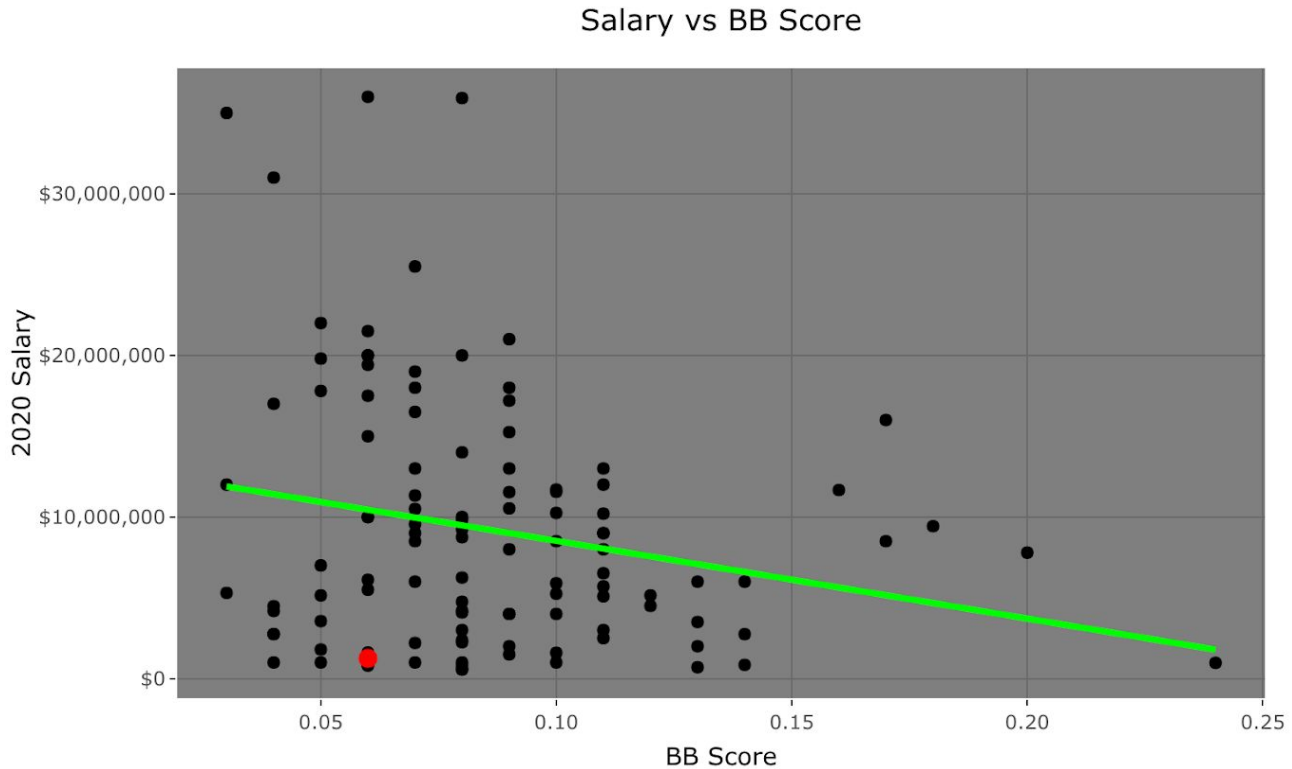


HR/9 is a metric that highlights the average number of home runs a pitcher permits on a nine-inning scale. With your HR/9 score of .32, you should be making \$9,500,000 per year, nearly 8 times as much as you are currently being paid. Mark Melancon, a pitcher with a HR/9 score higher than yours, has an HR/9 score of .40. While Keuchel has an HR/9 score that is .08 more than yours, he is being paid \$18,000,000, about 14 times as much as your current salary. You have one of the best HR/9 scores, and are in the top 10% of pitchers for HR/9. However, you are earning much less than what you are worth. With your HR/9 score in conjunction with your scores for the other metrics highlighted in the report, there is great potential to negotiate your future higher salary.

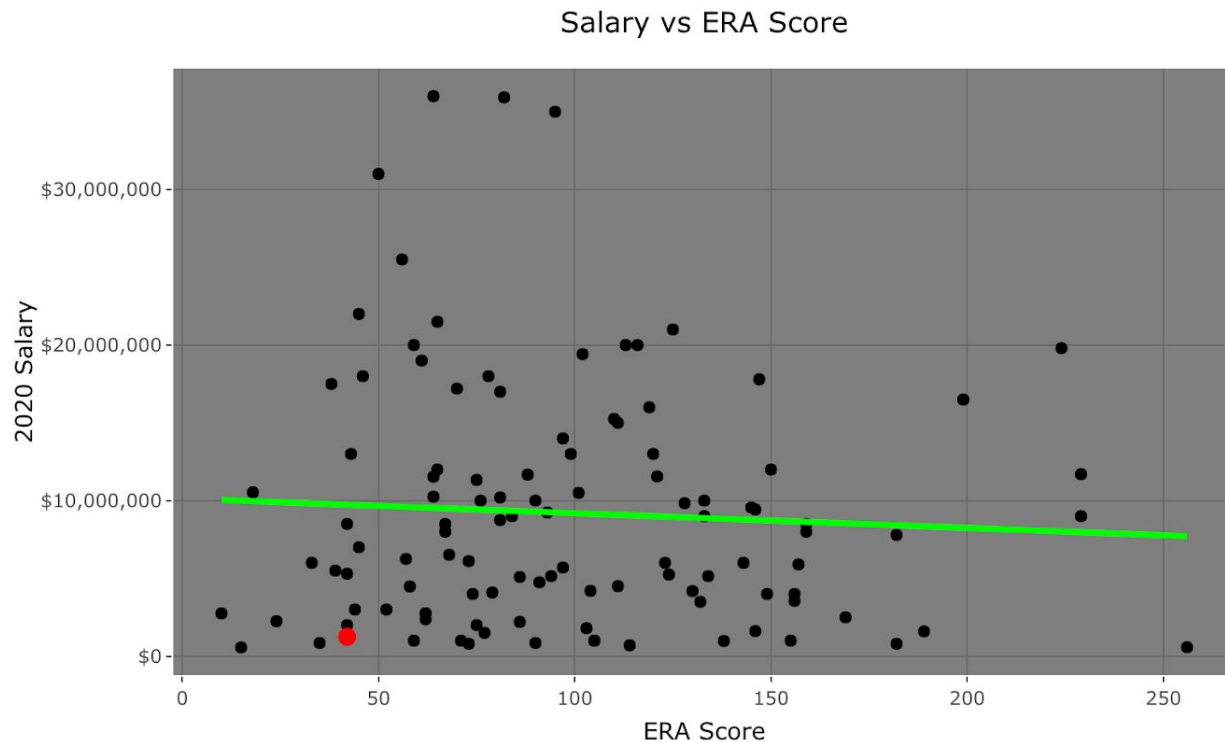
AVG



The AVG metric represents the number of hits against a pitcher by the number of at-bats against that pitcher. With your AVG score of .196, you should be making \$9,000,000, which is 7 times as much as your current salary. You have one of the best AVG scores, ranking in the top 25% of the AVG scores for pitchers. Though Yu Darvish has a higher AVG score of .210, he makes \$22,000,000. Drew Smyly with an AVG score of .196 makes \$4,093,000, about 3 times as much as your salary. Your AVG score is better than many of your counterparts who earn more than you, highlighting the potential to negotiate a higher salary given your statistics.



Walk Rate (BB Score) is an important metric used to evaluate the frequency with which pitchers have the ability to walk hitters, calculated by the total walks divided by the total batters the pitcher faces. The BB score is used to analyze the pitchers' capabilities because it gives insights into how well the pitcher can walk batters. With your BB score of .06, you should be making \$10,500,000, nearly 8 times as much as your current salary. Other pitchers with a BB score of .06 include Gerrit Cole with a \$36,000,000/year salary and Zach Wheeler with a \$21,500,000/year salary. Jose Quintana, with a BB score of .07, earns a salary of \$10,500,000. Additionally, Yu Darvish has a BB score of .05; while that is marginally lower, he is still making \$22,000,000, despite the fact that he is comparable to you in context of these metrics. The salary you are currently earning relative to the salaries of your counterparts with similar scores to you highlights your contract's undervaluation of your potential and worth.



ERA is a widely accepted metric to evaluate pitchers, since it clearly highlights how well a pitcher can prevent a run from being scored. With your ERA score of 42, you should be making a salary of \$9,750,00, which is nearly 8 times as much as your current salary. Other pitchers with an ERA score of 42 include Liam Hendricks who makes \$5,300,000 and Joe Kelly who makes \$8,500,000. Given that this is a very important metric which is widely used and accepted for evaluating pitcher performance, your salary is too low for an ERA score of 42, a score that puts you in the top 15% of pitchers for ERA. Your statistics show you are undervalued and have the potential to earn much more than \$1,250,000.

Why PTSE?

Experienced Staff: Our staff is composed of former Major League players, Minor League players, Major League scouts, attorneys, data analysts and seasoned salespeople. Our staff has represented players at the big-league level for over 25 years.

Personal Relationship and Attention: PTSE offers complete and comprehensive representation, using a boutique approach which allows us to use our 75 years of combined experience to ensure that each client receives the attention they deserve.

PTSE has an industry-wide reputation for consistently providing unparalleled, high-quality service to our clients at all levels. Our philosophy is to always give our clients the “White Glove” treatment wherein G.L.O.V.E is an acronym for “provide Guidance to the Client, remain Loyal to the Client, Obtain feedback from the Client, Value feedback from the Client, and Encourage the Client. Our door is always open, and we are always accessible to our players and their families.

As a member of our family, you gain the benefits of an entire team of business and legal experts who have your professional, as well as your personal, needs in mind. Our team will work hand-in-hand with you to develop a plan that works for you.

Constant Performance Evaluation: PTSE combines the best of big agency professionalism with small agency courtesy. We have dedicated staff who are responsible for providing the following services: data analysis, creation of custom reports and presentations, formulation of negotiation strategies, and evaluation of player performances. Our team has the expertise and comprehensive strategies to ensure that we are always prepared to support and advocate for our clients’ best interest.

Career Promotion: Our job is to build your brand and maximize your revenue. We work to provide guidance in all areas of the industry (both on and off the field). We offer a variety of services to provide solutions to a range of career needs, from solidifying career direction to signing with the right MLB team. Our extensive network enables us to explore and develop new and innovative strategies to help you excel throughout your career.

