



A Piece of Our Minds

Caltius Mezzanine provides flexible financing alternatives to small and medium size companies. We work closely with management teams, entrepreneurs, equity sponsors, and senior lenders to create optimal capital structures for our portfolio companies. We strive to be a value-added partner by utilizing our significant experience and network of relationships. We provide more than just money, we provide “a piece of our minds”.

Investment Structures

We customize subordinated debt investments to fit the unique characteristics of each transaction. General parameters for our transactions are:

- Investment Size:** \$10 million to \$75 million
- Security Type:** Subordinated notes with common and/or preferred stock
- Interest Rate:** 10% - 15% per annum; fixed rate, paid quarterly
- Maturity:** 3 to 8 years
- Amortization:** None; 100% of principal due at maturity
- Equity Features:** Minority interest; board observation rights

In conjunction with our subordinated debt investments, we also provide minority equity co-investments, acquisition facilities, and senior debt financings.

Investment Guidelines

We approach each investment with an open mind, listening to management and thoughtfully assessing the potential for success. The companies we invest in generally have:

- Annual revenues of \$15 to \$250 million
- Positive cash flows (EBITDA - capex)
- Experienced management teams with meaningful ownership positions
- Favorable industry dynamics
- Strong and defensible market positions



Our Firm

Based in Los Angeles, Caltius Mezzanine provides innovative capital solutions to middle market companies seeking senior debt, subordinated debt, and equity in amounts ranging from \$10 million to \$75 million to support acquisitions, recapitalizations, buyouts, and organic growth. Caltius Mezzanine is currently investing out of its fourth fund, which closed in 2008 with capital commitments in excess of \$500 million. With over forty investments since its founding in 1997, Caltius Mezzanine prides itself on being a reliable financial partner to business owners, management teams, and equity sponsors.

Investment Portfolio

We invest in a broad range of industries throughout North America. Our past and current portfolio (logos on back) includes:

Aerospace and Defense

*Component Manufacturing
Consulting and Engineering*

Business Services

*Accounting and Financial Services
Specialty Consulting
Specialty Staffing
Third Party Administration and PEO*

Consumer Products and Services

*Financial Planning / Asset Management
Self-care Medical and Safety Products*

Education

*Post-Secondary Education
Youth Programs*

Food and Beverage

*Branded Food Products
Food Processing
Specialty Restaurant*

Light Manufacturing / Assembly

*Lighting Equipment
Material Handling Systems
Vehicle Accessibility Products*

Specialty Healthcare Services

*Ambulatory Surgery Centers
Pharmaceutical Services
Physical Rehabilitation Services
Mental Health Services
Veterinary Services*

Our Team

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Current Portfolio



Prior Investments

