Caltius Structured Capital

COMPANY CHARACTERISTICS

- \$15 million \$250 million annual revenue
- Positive cash flow, preferably over \$3 million
- Diverse customer base
- Experienced management team with meaningful ownership positions
- Strong, defensible market position
- Asset-light industries with favorable dynamics

\$1.4 Billion of Experience

We opened our doors in 1997 to fill a capital gap. For 25 years and across six funds, we have delivered on our purpose by sticking to our proven strategy.

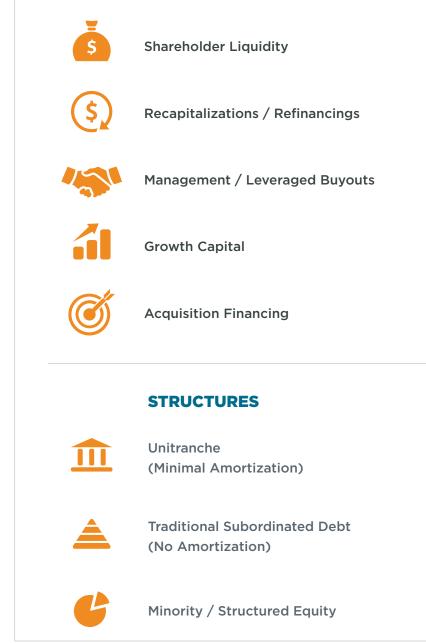
Jim Upchurch President & CEO jupchurch@caltius.com

Rick Shuart Managing Director rshuart@caltius.com Michael Kane Managing Director mkane@caltius.com

Kevin Greener Principal kgreener@caltius.com **\$7 MILLION - \$50 MILLION** JUNIOR CAPITAL SOLUTIONS

Business owners have goals. Our flexible junior debt and minority equity capital solutions help to achieve them.

USE OF FUNDS



Greg Howorth Managing Director ghoworth@caltius.com

Don Jamieson Vice President djamieson@calitus.com Alisa Frederick Managing Director afrederick@caltius.com

Kate McDonald Associate kmcdonald@caltius.com Gavin Bates Managing Director gbates@caltius.com

Sofia Roberts Associate sroberts@caltius.com

Creative. Flexible. 100% Custom-Fit.

REPRESENTATIVE TRANSACTIONS



ABEL NOSER SOLUTIONS is a financial technology firm providing a broad range of Transaction Cost Analytics ("TCA") services and a portfolio company of Estancia Capital Management.



www.abelnoser.com New York, NY



www.bsdsoftlink.com Atlanta, GA



www.walkeredison.com Salt Lake City, UT BUSINESS GOAL: Refinance existing debt and finance a complementary acquisition.

CSC SOLUTION: Senior Notes & Preferred Equity.

"Caltius exhibited solutions-oriented creativity, collaborating with us as true partners in validating Abel Noser's exciting growth opportunities. We enjoyed working with them throughout the investment process." - Peter Weiler, Co-CEO of Abel Noser

BSD provides advanced specification technology and interoperability solutions for the AECO sector.

BUSINESS GOAL: Management buyout from a trade association.

CSC SOLUTION: Subordinated Debt & Common Equity.

"Caltius provided us with the capital we needed to re-structure the BSD ownership in a timely and efficient manner. They quickly understood our business and the opportunity to innovate in the space." - Chris Anderson, CEO of BSD

WALKER EDISON is an innovative ecommerce business focused on the ready-to-assemble furniture segment.

BUSINESS GOAL: Management buyout to facilitate succession planning.

CSC SOLUTION: Subordinated Debt & Preferred Equity.

"We needed to close our transaction in a short time frame and Caltius delivered an effective capital solution in a timely manner. We look forward to working with Caltius and their network of relevant resources as we continue to grow Walker Edison." - Brad Bonham, CEO & Founder, Walker Edison