

## 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

## \$1.2 Billion of Experience

We opened our doors in 1997 to fill a capital gap. For 20+ years and across five funds, we have delivered on our purpose by sticking to our proven strategy.

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**Greg Brackett, CFO**  
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## \$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



Shareholder Liquidity



Recapitalizations / Refinancings



Management / Leveraged Buyouts



Growth Capital



Acquisition Financing

### STRUCTURES



Unitranche  
(Minimal Amortization)



Traditional Subordinated Debt  
(No Amortization)



Minority / Structured Equity

# REPRESENTATIVE TRANSACTIONS



[www.bssoftlink.com](http://www.bssoftlink.com)  
Atlanta, Georgia

**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



[www.walkeredison.com](http://www.walkeredison.com)  
Salt Lake City, Utah

**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



[www.glmenergyllc.com](http://www.glmenergyllc.com)  
Kenai, Alaska

**GLM** provides components, maintenance and repairs to gas turbines, centrifugal gas compressors, pumps, gearboxes, and generators used in the energy industry, specializing in overhauling and parts manufacturing of Solar, GE and Siemens gas turbines.

**BUSINESS GOAL:** Family office proprietary acquisition

**CSC SOLUTION:** Subordinated Debt & Common Equity

“Importantly, Caltius was able to provide a full junior capital solution, involving both debt and equity investments, that gave us certainty of close as we worked through the investment process.” - John Broucek, IV, Principal and CEO, D’Orazio Capital Partners, LLC