

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 20+ years and across five funds, we have delivered on our purpose by sticking to our proven strategy.

Jim Upchurch, President & CEO
jupchurch@caltius.com

Alisa Frederick, Managing Director
afrederick@caltius.com

Don Jamieson, Vice President
djamieson@caltius.com

Michael Kane, Managing Director
mkane@caltius.com

Gavin Bates, Managing Director
gbates@caltius.com

Alan Chen, Vice President
achen@caltius.com

Greg Howorth, Managing Director
ghoworth@caltius.com

Rick Shuart, Managing Director
rshuart@caltius.com

Kate Jenks, Associate
kjenks@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



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



Musculoskeletal Clinical
Regulatory Advisers, LLC



www.abelnoser.com
New York, NY

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.

BUSINESS GOAL: Refinance existing debt and finance the acquisition of a competitor.

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



www.bssoftlink.com
Atlanta, GA

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.walkerredison.com
Salt Lake City, UT

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