

# \$7 MILLION - \$50 MILLION JUNIOR CAPITAL SOLUTIONS

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

## 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

## 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

## \$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

Michael Kane  
Managing Director  
mkane@caltius.com

Greg Howorth  
Managing Director  
ghoworth@caltius.com

Alisa Frederick  
Managing Director  
afrederick@caltius.com

Gavin Bates  
Managing Director  
gbates@caltius.com

Rick Shuart  
Managing Director  
rshuart@caltius.com

Kevin Greener  
Principal  
kgreener@caltius.com

Don Jamieson  
Vice President  
djamieson@caltius.com

Blake Nixon  
Vice President  
bnixon@caltius.com

Kate McDonald  
Senior Associate  
kmcDonald@caltius.com

David Raygoza  
Senior Associate  
draygoza@caltius.com

Eric Wauthy  
CFO  
ewauthy@caltius.com

# REPRESENTATIVE TRANSACTIONS



VIRGINIATILE



FULLERTON



[www.abelnoser.com](http://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 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



[www.bssoftlink.com](http://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.walkeredison.com](http://www.walkeredison.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