

# \$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.

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# REPRESENTATIVE TRANSACTIONS



VIRGINIA TILE



FULLERTON



[www.salasobrien.com](http://www.salasobrien.com)  
Santa Ana, CA

**SALAS O'BRIEN** is an employee-owned facility engineering, construction management, technology, and commissioning firm, providing engineering and technical consulting services for clients in a variety of industries.

**BUSINESS GOAL:** Capital to support growth and strategic acquisitions.

**CSC SOLUTION:** Subordinated Debt and Minority Equity.

"We are extremely pleased to have Caltius supporting our growth as our capital partner. Whether it's a merger or an investment, we are very selective about those we partner with."

- Darin Anderson, Chairman and CEO of Salas O'Brien



[www.spinnakersupport.com](http://www.spinnakersupport.com)  
Denver, CO

**SPINNAKER SUPPORT** is a leading provider of third-party maintenance, IT help desk, and related software support services primarily for Oracle and SAP enterprise resource planning software products.

**BUSINESS GOAL:** Management buyout of inactive partner and growth capital.

**CSC SOLUTION:** Subordinated Debt and Preferred Stock.

"The Caltius team was knowledgeable, thorough and ran a very smooth diligence and closing process. With their help, we will expand market share more rapidly and build incremental value through continued organic growth and strategic acquisitions."

- Matt Stava, CEO of Spinnaker Support



[www.kognitivinc.com](http://www.kognitivinc.com)  
Newton, MA

**KOGNITIV, INC.** is a dedicated Workday Inc. (NASDAQ: WDAY) consultant primarily providing post-implementation support and managed services.

**BUSINESS GOAL:** Shareholder dividend and capital to support growth.

**CSC SOLUTION:** Subordinated Debt and Minority Equity.

"We are pleased to partner with Caltius to help fund the continued growth of our core business and software platform. The Caltius team was thoughtful and professional in their approach and demonstrated a clear understanding of our service model."

- Luke Switkowski, CEO and Co-Founder, Kognitiv