

# C<sub>3</sub> Capital manages three mezzanine investment funds with combined assets greater than \$400 million

## INVESTMENT CRITERIA

- \$3 - \$15 million per investment
- EBITDA of at least \$2 million
- Established businesses with history of profitability
- No early stage businesses or turnarounds
- Capital for growth, strategic acquisitions, ownership transitions or recapitalizations
- Industries targeted include chemicals, consumer products, business services, distribution, and niche manufacturing
- National market range
- Sponsorship not required. Will co-invest with other funds and independent sponsors

## INVESTMENT STRUCTURE

- Preference for subordinated debt with granted equity but will consider redeemable preferred equity and common equity co-investments
- Interest or dividend rate of 12-14%
- 2-3% closing fee, plus out of pocket expenses
- Typically 5 year term repayment; interest only
- Second security interest in collateral, subject to subordination agreement with senior lender
- Board seat or board observation rights. Do not seek to control or actively manage businesses, but act as financial partner and strategic adviser
- Currently investing Fund III of \$200 million

Since 2003, C<sub>3</sub> has closed over 80 investments

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# RECENT INVESTMENTS

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## BUSINESS SERVICES



Lane's Cleaning a janitorial service company serving Eastern Kansas, Western Missouri and Arkansas ([www.lanes-cleaning.com](http://www.lanes-cleaning.com))  
Subordinated Debt



CARS is a leading provider of software and services to automobile finance companies and lenders ([www.ez-recovery.com](http://www.ez-recovery.com))  
Subordinated Debt and Equity



Config Consultants is a global consulting firm and Oracle Platform partner specialized in software systems integration, implementation and support ([www.configconsultants.com](http://www.configconsultants.com))  
Subordinated Debt and Equity

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## DISTRIBUTION / MANUFACTURING



DSI is the leading supplier of Eddy Current variable speed drives, brakes, and controls with applications in diverse end-markets ([www.dynamatic.com](http://www.dynamatic.com))  
Debt and Equity



Custom Steel Processing is recognized as an industry leader for quick order turnaround and JIT delivery of carbon steel flat-rolled products ([www.customsteelpro.com](http://www.customsteelpro.com))  
Subordinated Debt



Laclede is a manufacturer and distributor of traction chain and chain for hardware and industrial uses ([www.lacledechain.com](http://www.lacledechain.com))  
Subordinated Debt and Equity

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## FOOD INDUSTRY



KBP foods is a YUM! Brands franchisee currently operating 250 restaurants across the KFC, Taco Bell, and Long John Silver's brands in ten states ([www.kbp-foods.com](http://www.kbp-foods.com))  
Preferred Equity



Steak 44 sets to redefine the traditional steakhouse experience by offering both classic steakhouse fare and New American cuisine in a contemporary setting ([www.steak44.com](http://www.steak44.com))  
Subordinated Debt



Market Fresh Produce is a leading brand in the produce industry with a "Farm to Fork" strategy ([www.marketfreshproduce.net](http://www.marketfreshproduce.net))  
Debt and Equity

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## NEW DEALS



Grunt Style designs, manufactures, and markets customized apparel and accessories that are edgy, patriotic, and motivational themed ([www.gruntstyle.com](http://www.gruntstyle.com))  
Subordinated Debt



BP Express is a truckload carrier providing local and linehaul intermodal transportation services; management of container yards and handling both import and export traffic into and out of the major Southeastern seaports and rail ramps ([www.bpexpressinc.com](http://www.bpexpressinc.com))  
Secured Debt and Preferred Equity



New World Natural Brands is a consolidator of micro brands in the natural beauty and personal care products segment ([www.newworldnaturalbrands.com](http://www.newworldnaturalbrands.com))  
Subordinated Debt and Preferred Equity