

C₃ 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, C₃ has closed over 80 investments

PATRICK CURRAN
pcurran@c3cap.com

PATRICK HEALY
phealy@c3cap.com

ROBERT SMITH
rsmith@c3cap.com

STEVEN SWARTZMAN
sswartzman@c3cap.com

JARED POLAND
jpoland@c3cap.com

CHRISTOPHER RODEN
croden@c3cap.com

ANDREW BUTLER
abutler@c3cap.com

KANSAS CITY OFFICE
PH (816) 756-2225
1511 Baltimore Ave., Suite 500
Kansas City, MO 64108

PHOENIX OFFICE
PH (203) 913-1621
2355 E. Camelback Rd., Suite 210
Phoenix, AZ 85016

www.c3cap.com

RECENT INVESTMENTS

BUSINESS SERVICES



SG360 is a janitorial service company serving Eastern Kansas, Western Missouri and Arkansas (www.sg360clean.com)
Subordinated Debt



CARS is a leading provider of software and services to automobile finance companies and lenders (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)
Subordinated Debt and Equity

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)
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)
Subordinated Debt



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

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)
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)
Subordinated Debt



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

NEW DEALS



Grunt Style designs, manufactures, and markets customized apparel and accessories that are edgy, patriotic, and motivational themed (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)
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)
Subordinated Debt and Preferred Equity