

C₃ Capital manages three mezzanine investment funds with combined assets greater than \$500 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

Since 2003, C₃ has closed over 87 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

ANDY BUTLER
abutler@c3cap.com

PORTFOLIO HIGHLIGHTS

BUSINESS SERVICES



iOR Partners specializes in moving intraocular lens surgery from the ambulatory service surgery centers to an office-based location surgery suite (www.iorpartners.com)
Preferred Equity and Acquisition Financing



National Power provides highly engineered electrical application and backup power for critical infrastructure applications to telecom, wireless, and commercial customers (www.natpow.com)
Subordinated Debt and Equity



Lev is a value-added software reseller and IT consulting firm specializing in the implementation and servicing of the Salesforce and SugarCRM platform (www.levdigital.com)
Subordinated Debt and Equity Buyout



A5 specializes in the implementation and support of Configure-Price-Quote, Sales Force Automation, Sales Performance Management, Master Data Management, and Enterprise Resource Planning software systems (www.a5corp.com)
Subordinated Debt and Equity Recapitalization



Stouse is a supplier of screen printed, flexographic and digitally printed items (www.stouse.com)
Subordinated Debt and Equity Buyout



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)
Subordinated Debt and Equity Acquisition Financing



DSI is the leading supplier of Eddy Current variable speed drives, brakes, and controls with applications in diverse end-markets (www.dynamatic.com)
Subordinated 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

CONSUMER PRODUCTS



Green Goo makes all-natural first aid and body care products with plant-based ingredients (www.greengoo.com)
Subordinated Debt and Growth Capital



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



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



Air Waves is a provider of on-demand garment printing and fulfillment services for major online retailers (www.airwavesinc.com)
Subordinated Debt and Equity Buyout

RESTAURANTS



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