

*ECS Debt Advisory works with management teams and equity sponsorship groups to source, negotiate, and close optimal debt financings.*

**\$2.0 Billion+** in Closed Financings



## What We Do

- ✓ **Expert debt financing execution** with 100% close-rate
- ✓ Leverage a network of 140+ lenders and a proven process to drive **optimal structure, lower borrowing costs, and higher operating flexibility**
- ✓ Close and fund in <75 days with a **turn-key, partner-based approach**
- ✓ Long-term relationship focus with **dedicated post-close care**

## When We Are Engaged

- 1 Borrower motivated to explore “best-in-market” transaction
- 2 Borrower looking to optimize financing options to support acquisitions, growth or special situations, including recapitalizations
- 3 Borrower faces lender gridlock and has restricted access to national lending alternatives

## ECS Client Profile

- ✓ **\$7-\$50MM EBITDA LTM**
- ✓ **\$20-\$200MM Debt** Outstanding
- ✓ **2x+ Leverage** Debt-to-EBITDA
- ✓ **Flat/Positive** Business Performance

**⊘ Avoid Niche Verticals** Real Estate, Oil & Gas, etc.

# How We Help

## 1 DEDICATED AND EXPERIENCED CAPITAL FORMATION TEAM



**27+ Years Exp.**

**Pete Connoy**  
*Managing Partner*



**6+ Years Exp.**

**Ethan Bohbot**  
*Senior Vice President*



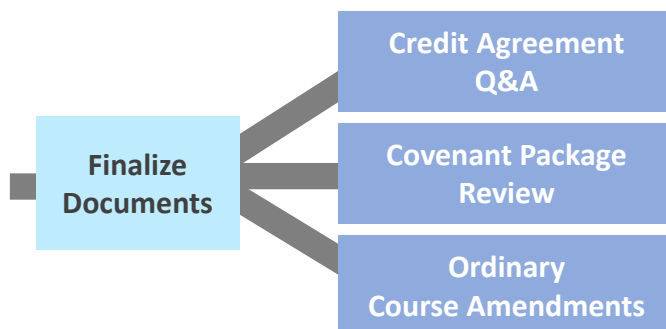
**35+ Years Exp.**

**Steven Seach**  
*Advisory Director*

## 2 PROVEN, TURN-KEY PROCESS TO CLOSE & FUND IN <75 DAYS



## 3 LONG-TERM, POST-CLOSE CARE



# What Our Clients Say



**MAIN POST  
PARTNERS**

San Francisco, CA

[www.mainpostpartners.com](http://www.mainpostpartners.com)

“ECS’s efforts allowed us to focus our energy towards high value creation opportunities with our management team while ECS handled the financing in a turn-key fashion. I appreciate ECS’s insight regarding creative financing in our lower middle market space.”

**Sean Honey, Managing Partner & Founder**



**Austin Ventures**

Austin, TX

[www.austinventures.com](http://www.austinventures.com)

“The ECS value proposition is squarely focused on delivering a superior debt financing not readily available to most borrowers. Our portfolio company realized a transformative financing few thought possible and importantly, the transaction offered us significant tactical flexibility to optimize growth and execute against strategic opportunities. From start to finish, the ECS process was handled with great precision, integrity and flawless execution.”

**Joe Aragona, General Partner**

**Pete Connoy**

*Founder & Managing Partner*

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