

WE CLOSE OVER \$500MM

# We are Professional Borrowers™

We source, structure, negotiate, and close optimal debt financings for private equity backed middle market companies.

































# **ECS TRANSACTIONS**



We have never missed. 100% close rate since our inception 9+ years ago



Avg Financing size: \$70MM Debt, \$17MM EBITDA



Leverage a network of 150+ lenders and a proven process to drive optimal structure, lower borrowing costs, and higher operating flexibility



Turnkey white-glove process, success-based approach



Long-term relationship focus with dedicated post-close care

#### **ECS CLIENT PROFILE**

- ✓ Stable/Growing Performance
- **✓** \$8MM-\$50MM EBITDA
- **✓** \$25MM-\$200MM Debt



>2x Leverage Debt-to-EBITDA



Avoid Niche Verticals Real Estate. Oil & Gas. etc.

#### WHEN WE ARE ENGAGED



Borrower wants the "best-in-market" transaction



Borrower faces lender gridlock and has restricted access to national lending alternatives



Borrower needs to optimize its financing options to support acquisitions, growth or special situations, including recapitalizations

# **HOW WE HELP**

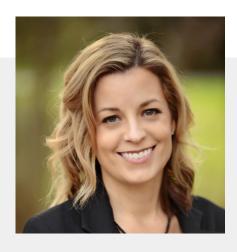
We are Professional Borrowers™ Singularly Focused on Middle Market Debt Financing



30 YEARS EXPERIENCE
Pete Connoy
Managing Partner
Structuring & Deal Execution



35+ YEARS EXPERIENCE Steven Seach Director Origination & Deal Execution



20 YEARS EXPERIENCE

Jenna Marinc

SVP Underwriting

Credit Underwriting & Portfolio Analysis

# **CLIENT APPRECIATION**

"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**

"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**





Austin, TX www.austinventures.com