

# ECS MIDDLE MARKET DEBT ADVISORS

WE CLOSE OVER \$500MM  
IN FINANCINGS ANNUALLY

## 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™ Singularity 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**



San Francisco, CA  
[www.mainpostpartners.com](http://www.mainpostpartners.com)



Austin Ventures  
Austin, TX  
[www.austinventures.com](http://www.austinventures.com)

**Pete Connoy**, Founder & Managing Partner  
[connoyp@ecsadvisory.com](mailto:connoyp@ecsadvisory.com) 657-600-7517

**Steven Seach**, Director  
512-413-1376

**ECS MIDDLE MARKET  
DEBT ADVISORS**  
[www.ecsadvisory.com](http://www.ecsadvisory.com)