

# Approach to Capital Sourcing

## Position Company

- Conduct significant Company due diligence.
- Understand industry dynamics.
- Understand and test financial projections.

## Determine Capital Requirements and Identify Appropriate Structure

- Develop financial and leverage analysis.
- Determine capital requirements by quarter.
- Identify appropriate capital structure and capital sources.

## Create Competitive Bidding Environment

- Source the capital utilizing our extensive relationships with financing sources.

## Maintain Momentum / Execute Plan

- Evaluate all options.
- Stay involved at each step of the transaction.
- Plan and execute negotiating strategy.
- Advise on financing documents and loan agreements.



**Goal:  
Minimize  
Overall Cost  
of Capital**

# Capital Sourcing Process Overview

## Creating a Competitive Environment

