

# The Partnership Portfolio Companies Want with the Capital They Need

Main Street provides debt and equity capital to lower middle market companies. Through a unique, one-stop shop partnership model, Main Street offers capital solutions to entrepreneurs, business owners, and management teams to meet their goals - whether to diversify wealth, achieve liquidity, complete a management buyout or execute mergers and acquisitions.

71

PORTFOLIO COMPANIES

\$3 - \$20M EBITDA CRITERIA

\$4.7B

CAPITAL UNDER MANAGEMENT

170+

CUMULATIVE INVESTMENTS

\$5-\$75M INVESTMENT SIZE

OVER 50 DIVERSE INDUSTRIES

## INVESTMENT CRITERIA

- Revenue of \$10-\$150M
- EBITDA of \$3-\$20M
- Stable, positive cash flow
- Proven market position
- Strong management team
- \$5-\$75M investment size
- Ability to syndicate larger transactions
- Industry generalists

## INVESTMENT STRUCTURES

- "One-Stop" debt & equity capital (majority & minority)
- Common equity
- Preferred equity
- Senior secured term debt
- Unitranche term debt
- Subordinated term debt
- Long-term structures with minimal or no fixed amortization

## TRANSACTION TYPES

- Recapitalizations
- Family estate planning
- Management buyouts
- Refinancings
- Strategic acquisitions
- Expansion and growth initiatives for later-stage companies
- Change of control

## Not Traditional Private Equity

### ONE-STOP SHOP CAPITAL Simplified Capital Structure

We have the flexibility to customize investment structures to meet the needs of our portfolio companies. Main Street's primary objective is to create a capital structure that best aligns the interest of all stakeholders in both good economies and more challenging markets.

### LONG-TERM CAPITAL Flexible and long-term

As a publicly traded investment firm, we have permanent capital and are not bound by the requirements of most institutional funds. This allows us the flexibility to be a long-term partner, without being pressured with arbitrary investment horizons or a scheduled exit strategy imposed on institutional funds.

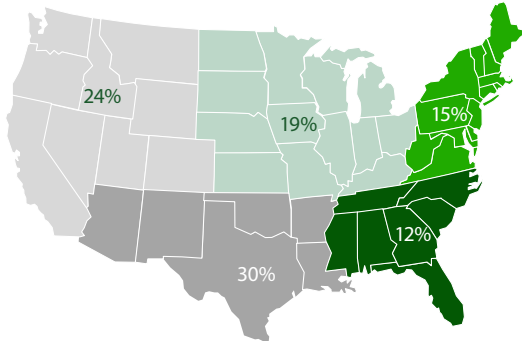
### A PARTNERSHIP-FIRST APPROACH Operational Autonomy

Regardless of equity ownership percentages, we aim to structure financial partnerships that align our interests with the business, allowing management to maintain significant operational and strategic control. More than just a financial partner, we can also provide strategic insight and make valuable introductions to industry experts and service providers.

### TRUST AND TRANSPARENCY Efficient Execution

We strive to keep capital structures simple. From a letter of intent to close, there will be no surprises. Our ability to invest in both debt and equity securities and fully finance a transaction means that business owners and management teams work with only one financial partner. This reduces cultural and execution risk, expediting the closing process to allow business owners and management teams to focus on what is important – the business.

## GEOGRAPHIC FOOTPRINT



## SELECT INDUSTRY SNAPSHOT

- Air Freight & Logistics
- Auto Components
- Building Products
- Chemicals
- Commercial Services
- Computers
- Construction & Engineering
- Consumer Finance
- Consumer Services
- Electronic Equipment
- Energy Equipment & Services
- Financial Services
- Health Care Equipment
- Health Care Providers
- Hotels, Restaurants, & Leisure
- Internet Software & Services
- IT Services
- Machinery
- Oil, Gas & Consumable Fuels
- Paper & Forest Products
- Professional & Industrial Services
- Road & Rail
- Software
- Specialty Retail
- Telecommunications

## SELECT RECENT MAIN STREET INVESTMENTS:



**\$20,600,000**

Recapitalization  
Senior Secured Term Debt  
Minority Equity Investment



**\$32,900,000**

Recapitalization  
Senior Secured Term Debt  
Majority Equity Investment



**\$51,700,000**

Recapitalization  
Senior Secured Term Debt  
Minority Equity Investment



**\$17,000,000**

Recapitalization  
Senior Secured Term Debt  
Minority Equity Investment

Main Street Portfolio Company



**\$22,300,000**

Acquisition  
Senior Secured Term Debt  
Follow-on Equity Investment



**\$26,000,000**

Recapitalization  
Senior Secured Term Debt  
Minority Equity Investment

Main Street Portfolio Company



Warehouse Management  
System Solutions Provider

**\$19,900,000**

Acquisition  
Senior Secured Term Debt  
Follow-on Equity Investment



**\$48,800,000**

Recapitalization  
Senior Secured Term Debt  
Majority Equity Investment



**\$39,700,000**

Recapitalization  
Senior Secured Term Debt  
Minority Equity Investment