

## Firm Overview

Based in Tampa, Florida, Essex Capital is a corporate finance advisory firm, providing professional debt capital-investment banking services to small and mid-market privately held companies throughout the United States. Drawing on over 100 years of collective corporate finance experience, the Essex principals are uniquely qualified to help clients successfully source, negotiate and close financing transactions. The firm is “success fee” based, so our interests are squarely aligned with the client, and there is no other option but to succeed.

- + **Founded 2003 - Arranged more than \$1.50 billion in financing 150+ transactions**
- + **Sole focus on debt capital investment banking for small and mid-market companies**
- + **Proven, successful track record of closing transactions**

### Expertise

The Essex principals have amassed unique and broad transaction expertise over many industries and deal structures and have built an extensive, proprietary database of specialized senior lenders, mezzanine funds, and other specialty capital groups. The firm’s deal execution experience and its institutional network of capital providers substantially enhance the probability of closing deals for clients.

### Focus

- Annual Revenues** \$5.0 million to \$400.0 million
- Deal Sizes** \$2.0 million to \$100.0 million
- Industries** Distribution, Manufacturing, Service, Wholesale, Healthcare, Restaurants, Franchising
- Types of Capital Raised**
  - Senior Secured Debt – all types
  - Unsecured Mezzanine Debt
  - Acquisition Financing
  - “Unitranche” Cash Flow Loans

<p><b>\$7,500,000</b></p> <p>Construction Term Loan</p>  <p><small>The undersigned acted as the exclusive financial advisor for this transaction.</small></p> <p><b>ESSEX CAPITAL</b></p>	<p><b>\$91,350,000</b></p> <p>Taxable Bond Issue</p>  <p><small>The undersigned acted as the exclusive financial advisor for this transaction.</small></p> <p><b>ESSEX CAPITAL</b></p>	<p><b>\$10,000,000</b></p> <p>Balance Sheet Recapitalization</p>  <p><small>The undersigned acted as the exclusive financial advisor for this transaction.</small></p> <p><b>ESSEX CAPITAL</b></p>	<p><b>\$7,800,000</b></p> <p>Project Financing Clinic Construction Debt &amp; Equity</p>  <p><small>The undersigned acted as the exclusive financial advisor for this transaction.</small></p> <p><b>ESSEX CAPITAL</b></p>	<p><b>\$15,500,000</b></p> <p>Franchise Acquisition Financing Term Debt Preferred Equity</p>  <p><small>The undersigned acted as the exclusive financial advisor for this transaction.</small></p> <p><b>ESSEX CAPITAL</b></p>	<p><b>\$7,500,000</b></p> <p>Recapitalization Project Financing</p>  <p><small>The undersigned acted as the exclusive financial advisor for this transaction.</small></p> <p><b>ESSEX CAPITAL</b></p>	<p><b>\$80,250,000</b></p> <p>Recapitalization</p>  <p><small>The undersigned acted as the exclusive financial advisor for this transaction.</small></p> <p><b>ESSEX CAPITAL</b></p>
<p><b>\$10,000,000</b></p> <p>Senior Secured Term Debt</p>  <p><small>The undersigned acted as the exclusive financial advisor for this transaction.</small></p> <p><b>ESSEX CAPITAL</b></p>	<p><b>\$19,175,000</b></p> <p>Balance Sheet Recapitalization</p> <p>Solar Mounting System Manufacturer</p>  <p><small>The undersigned acted as the exclusive financial advisor for this transaction.</small></p> <p><b>ESSEX CAPITAL</b></p>	<p><b>\$95,000,000</b></p> <p>Acquisition Funding</p>  <p><small>The undersigned acted as the exclusive financial advisor for this transaction.</small></p> <p><b>ESSEX CAPITAL</b></p>	<p><b>\$10,000,000</b></p> <p>Startup Term Debt</p>  <p><small>The undersigned acted as the exclusive financial advisor for this transaction.</small></p> <p><b>ESSEX CAPITAL</b></p>	<p><b>\$14,986,000</b></p> <p>Balance Sheet Recapitalization</p> <p>Vegetable Packing Houses</p>  <p><small>The undersigned acted as the exclusive financial advisor for this transaction.</small></p> <p><b>ESSEX CAPITAL</b></p>	<p><b>\$30,000,000</b></p> <p>Senior Secured Term Debt</p>  <p><small>The undersigned acted as the exclusive financial advisor for this transaction.</small></p> <p><b>ESSEX CAPITAL</b></p>	<p><b>\$10,000,000</b></p> <p>Term Debt</p>  <p><small>The undersigned acted as the exclusive financial advisor for this transaction.</small></p> <p><b>ESSEX CAPITAL</b></p>

CONNECTING COMPANIES + CAPITAL

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