

## Deep Experience. Seamless Integration.

The Capital Markets group of Union Square Advisors specializes in providing unique capital markets solutions to venture capital, private equity, and corporate clients. Our experience and expertise spanning credit cycles and capital structures enable us to deliver comprehensive and customized advisory services that address the specific needs of our clients.

Our core capabilities are middle-market capital raising, private placements, capital structure optimization, and debt advisory. We arrange debt and equity financings in all size ranges and for every type of type of transaction; from growth capital to more challenging situations. We also provide differentiated views on how to optimize existing capital structures in connection with M&A, refinancings and other events. We are beholden only to our clients – independent, and conflict-free.

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Union Square Advisors LLC, is a registered broker-dealer and member of FINRA and SIPC.

## At-A-Glance Summary of Services

### Capital Raising

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- Arranging and syndicating debt/equity structured solutions for middle market technology and non-technology issuers
- Growth capital, opportunistic refinancings, LBOs, and dividend recapitalizations
- Expansive network of private lenders, credit funds, and special situation funds with broad array of risk and yield preferences
- Negotiating credit documentation and execution management
- Arrangement for Staple Financing in connection with M&A transactions and bridge financing for equity raises or other events

### Capital Structure Optimization

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- Differentiated insights and execution strategies
- Capital product agnostic – leveraged loans, high yield bonds, preferred debt/equity and other structured instruments
- Advice to PE and VC portfolio issuers of any size and in any industry

### Special Situations

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- Non-traditional capital raises and use of proceeds
- Storied situations / off-the-run financings and structures
- Liability management
- Amendments and consents

## CAPITAL MARKETS TEAM



**Carter McClelland, Chairman and Co-Founder**  
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 50+ years of investment banking and advisory experience on Wall Street, including Morgan Stanley, Deutsche Bank and Bank of America



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 30+ years of leveraged finance, global credit and fixed income with Morgan Stanley, RBC Capital Markets and Bank of America



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 19+ years of technology investment banking and principal investing experience at RBC Capital Markets, Goldman Sachs and Raymond James



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 18+ years of transaction advisory experience at CODE Advisors, Goldman Sachs and Ernst & Young



**Andrew Samett, Senior Advisor, Capital Markets**  
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 30+ years of Capital Structure Advisory experience at Truist, Lazard, Bear Stearns and Rothschild



**Maxwell Ash, Vice President, Capital Markets**  
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 6+ years of private capital and M&A experience focused on the technology industry vertical

## RECENT HIGHLIGHTS



in its \$460M financing from



in its \$40M growth investment from



Financial Advisor in its \$125M financing from



Financial Advisor in its \$107M financing from



Financial Advisor in its \$30M financing from



Financial Advisor in connection with \$2.7B Credit Facilities



Financial Advisor in its \$315M financing from



Financial Advisor in its financing from



Financial Advisor in its \$70M financing from



Financial Advisor in its strategic investment in



Financial Advisor in its \$100M financing led by



Financial Advisor in its \$1.1B merger with



Financial Advisor in its strategic investment in



Financial Advisor in its \$100M financing from



Financial Advisor in its \$100M financing from



Financial Advisor in its \$100M Investment in

