

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



**Emily Anderson, Managing Director, Software**  
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 18+ years of transaction advisory experience at CODE Advisors, Goldman Sachs and Ernst & Young



**Todd Meadow, Managing Director,  
 Capital Markets & Head of Sponsor Coverage**  
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 20+ years of investment banking experience in M&A, debt and equity financings, and GP liquidity at Devon Park, Lazard, Nomura and Goldman Sachs



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



**Anderson Wasden, Director, Capital Markets**  
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 8+ years of investment banking experience focused on leveraged finance capital markets at SVB Securities and Credit Suisse



**Maxwell Ash, Vice President, Capital Markets**  
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 415-501-8037  
 6+ years of private capital and M&A experience focused on the technology industry vertical

## RECENT HIGHLIGHTS

**X-BOW**

in its \$70M+ financing from



**Synamedia**

in its \$460M  
 financing from



**blueshift**

in its \$40M growth  
 investment from



**SoundHound**

Financial Advisor in its  
 \$125M financing from



**Grove**  
 COLLABORATIVE

Financial Advisor in its  
 \$107M financing from



**Blue Apron**

Financial Advisor in its  
 \$30M financing from



**Informatica**

Financial Advisor in  
 connection with  
 \$2.7B Credit Facilities

**Aspiration**

Financial Advisor in its  
 \$315M financing from



**MONDEE**

Financial Advisor in its  
 financing from



**GenapSys**

Financial Advisor in its  
 \$70M financing from



**PERMIRA**

Financial Advisor in its  
 strategic investment in



**OSPREY  
 TECHNOLOGY**

Financial Advisor in its  
 \$1.1B merger with

**BLACK SKY**

**PERMIRA**

Financial Advisor in its  
 strategic investment in



**TOTANGO**

Financial Advisor in its  
 \$100M financing from



**AUTHENTICID**

Financial Advisor in its  
 \$100M financing from



**SEP** SUMERU  
 EQUITY  
 PARTNERS

Financial Advisor in its  
 \$100M Investment in

