

Deep Experience. Seamless Integration.

The Capital Markets group of Union Square Advisors specializes in providing unique capital markets solutions to 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 financings in all size ranges and for every type of type of transaction; from LBOs 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.



At-A-Glance Summary of Services

Capital Raising

- 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

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

Special Situations

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

A Differentiated Offering

Our integrated business model combines strategic content, core M&A advice, and capital raising/syndication. We harness this expertise to advise clients on a wide range of financing alternatives.

Recent Highlights



in its \$100MM investment in



Financial Advisor in connection with Credit Facilities of \$2.7BN

Project Teacup

in its \$30MM Term Loan Financing

Project Shogun

Raised debt in connection with the acquisition of Shogun

Capital Markets Team



Carter McClelland, Chairman

carter.mcclelland@usadvisors.com | 212-376-1750

- **Experience:** 40+ years of investment banking and advisory experience at Morgan Stanley, Deutsche Bank, and Bank of America



Michael Meyer, Partner, Head of Capital Markets

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- **Experience:** 30+ years of Leveraged Finance, Global Credit and Fixed Income with RBC Capital Markets, Bank of America, Morgan Stanley, and Citigroup



Mark Villanueva, Managing Director, Capital Markets

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- **Experience:** 15+ years of leveraged finance and liability management experience at Eaglehill Advisors, Citigroup and Weil, Gotshal & Manges. At Weil, Mark practiced law in finance and restructuring transactions.



Emily Todd Anderson, Director, Head of Sponsor Coverage

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- **Experience:** 15+ years of transaction advisory experience at CODE Advisors, Goldman Sachs, and Ernst & Young



Dean Riskas, Vice Chairman

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- **Experience:** 35+ year track record providing or privately placing debt and equity financing; former President, North America, of TriplePoint Capital

Direct lenders continue to take market share from the more traditional leveraged finance markets

The proliferation of direct lenders – particularly the expanding group of lenders focusing on the technology sector – gives clients more options for underwriting deals and provide an attractive alternative to traditional equity. However, they face new risks and uncertainties as well.

Our team of experts will help determine the best options for Refinancing, Dividend Recapitalization, Growth Financing, Liability Management, Bridge Financing, as well as Staple Financings and Acquisition-related debt.

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