

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.

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
- 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

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

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

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Experience: 6+ years of Leveraged Finance experience at Citigroup. Jono served as an Artillery Officer in the United States Marine Corps, completing one combat tour in Afghanistan.

RECENT HIGHLIGHTS

Grove
 COLLABORATIVE
 in its \$72MM financing from

Blue Apron
 Financial Advisor in its \$30M financing from

NIKOLA LABS
 in its \$20M 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

actifio
 in its \$100M financing led by

OSPREY TECHNOLOGY
 Advisor in its \$1.1B merger with

Project Titan
 Financial Advisor in its \$145M financing and \$30M term loan raise

Project Wisdom
 Financial Advisor in its \$100M term loan for acquisition financing

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