

## Products

- Asset-based loans
- Cash flow loans
- Unitranche financing
- Subordinated/mezzanine financing
- Equity financing
- Real Estate/M&E term loans
- Sale/leasebacks
- Bridge loans
- DIP loans
- SBA loans 7(a) and 504
- USDA loans
- Select M&A transactions

## Client Base

- Private & public companies
- Private Equity sponsors
- Family businesses
- Entrepreneurs

## Client Profile

- Manufacturing
- Distribution
- Select service companies
- \$20MM - \$500MM in revenues
- \$2MM - \$150MM in credit facilities
- \$0 - \$50MM EBITDA

## Knowledge – Experience – Relationships

Concord Financial Advisors, LLC, has one mission: We source the most creative financing solutions with optimal terms from lenders that understand our clients' businesses, resulting in significant savings of time and money for our clients.

We leverage our **knowledge, experience** and **relationships** and offer the benefits of a "one-stop service," so our clients can focus on operations and management rather than the complexities of financing their businesses.

### Knowledge

- Our team knows how to find the right lender and the right deal, quickly and efficiently.
- We create competition for the deal, so our clients get the most advantageous terms and conditions.

### Experience

- Our team has over 125 years of combined corporate finance experience.
- Concord has closed over 95% of our retained assignments, with more than 160 successful transactions in excess of \$1.5 billion in debt raised since we began in 2001.
- We identify the ideal lenders who understand our clients' unique businesses and financing needs.

### Relationships

- Our personal relationships with over 300 diversified capital providers cover the entire market and spectrum of potential lenders.
- We work on our clients' behalf and tell their stories to targeted lenders with whom we have deep, long-term relationships, eliminating the need for our clients to tell their story multiple times to multiple lenders.
- We provide an upfront screening of the transaction with potential lenders at no cost to our prospective clients.

### CHICAGO

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**Leading Consumer Packaging Company**  
Alsip, Illinois

**Senior Secured Credit Facilities**  
**\$15,000,000**  
\$10MM Revolving Line of Credit  
\$2.5 Capital Facility Loan  
\$2.5 Equipment Term Loan

Refinance Existing Debt & Support Working Capital  
*The undersigned acted as exclusive financial advisor to the company on this transaction.*



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**Marketing Services Company**  
Midwestern U.S.

**Senior Credit Facilities**  
**\$14,800,000**

\$5.0MM Revolving Line of Credit  
\$3.6MM SBA 504 Term Loan  
\$2.2MM SBA 504 Term Loan  
\$1.2MM SBA 504 Term Loan  
\$2.8MM SBA 7a Term Loan

Refinance Existing Debt & Support Working Capital  
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**Hufcor, Inc.**  
**Movable Wall Manufacturer and Distributor**  
Janesville, WI

**\$20,000,000**

**Senior Secured Revolving Line of Credit**

**\$6,000,000**

**Term Loan**

**Refinance Existing Debt & Support Working Capital**

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A portfolio company of



**Automotive Heat Transfer Products**  
North America

**Senior Secured Credit Facility**

**\$15,000,000**

**\$15,000,000 Revolving Line of Credit**  
Refinance Existing Debt & Support Working Capital

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**Food Manufacturer**

**\$80,000,000**  
**Senior Credit Facility**

**Exclusive Debt Placement Agent**

February 2013



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**Elite Companies -**  
**Manufacturer of Precision Sheet Metal**  
Fabricated Component and Assemblies-Illinois

**Senior Secured Credit Facilities**

**\$9,865,000**

\$5,000,000 Revolving Line of Credit  
\$2,365,000 Letter of Credit to Support an IRB  
\$1,500,000 Term Loan  
\$1,000,000 Capital Expenditure Line of Credit

**Refinance Existing Debt and Support Working Capital**

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**Private Equity Fund**

**Aftermarket Automotive Parts**  
California

**Senior Secured Credit Facility**

**\$11,100,000**

\$10,000,000 Revolving Line of Credit  
\$376,000 M&E Term Loan  
\$624,000 Overadvance

**Refinance Existing Debt & Support Working Capital**

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**Healthcare Services Provider**  
Midwestern U.S.

**Senior Secured Credit Facilities**

**\$26,250,000**

**\$20MM**

Senior Secured Revolving Line of Credit

**\$6.25MM**

Senior Secured Term Loan

**To Refinance Existing Debt & Support Working Capital**

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**Tap Room Gaming, LLC.**  
Illinois

**Senior Secured Credit Facilities**

**\$15,500,000**

**\$500,000**

Revolving Line of Credit

**\$15,000,000**

Senior Term Loan

**Provide Acquisition Financing, Refinance Existing Debt and Support Working Capital**

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