

# CUSTOMIZED SOLUTIONS. COMMITTED RELATIONSHIPS. PROVEN RESULTS.



## PNC Business Credit has what it takes to get your deal done.

It takes time and commitment to understand your current situation and vision as well as a comprehensive suite of financial products to achieve your goals. Private equity groups, middle market companies and larger corporations rely on our knowledgeable resources and superior execution to solve problems and deliver results. **Contact us to get your deal done.**



## A Full Suite of Financing Solutions

PNC Business Credit can help you strengthen, grow and transform your company through identification of the best senior secured finance solution to meet your unique business needs.

### ASSET-BASED LENDING

- Senior secured revolving lines of credit against accounts receivable and inventory
- Term loans based on fixed assets to support acquisitions, refinancings, recapitalizations and business transformations

### CASH FLOW FINANCE

- Flexible solutions through Steel City Capital Funding, PNC Business Credit's cash flow lending division
- Cash flow term loans advanced in conjunction with asset-based revolving lines of credit
- First out or priority cash flow revolvers and term loans as part of a unitranche structure with a third-party direct lender

### CHANNEL FINANCE

- Creative financing solutions for technology vendors and their channel partners in a strategic, go-to-market collaboration with WeFi Technology

### RETAIL FINANCE

- Flexible capital solutions for retailers across a wide variety of industries and formats
- Customized solutions for business transformations and retailers' evolving business models

### TECHNOLOGY FINANCE

- Recurring revenue loans for private equity-backed enterprise software and technology-enabled companies
- PNC only, club bank deals and first out debt as part of broader unitranche structures
- Ability to execute transactions of varying sizes across multiple jurisdictions

### ADDITIONAL FINANCING SOLUTIONS

- A/R Securitizations
- Cross-Border & International Financing
- Sponsor Solutions & Fund Finance
- Structured Equipment Finance Solutions

## PNC BUSINESS CREDIT

# 900+ DEALS

in the Past 6 Years

# \$70+ BILLION

in Commitments Under Management

# 750+

Sponsor Relationships

# TOP 4

Middle Market Asset-Based Bookrunner<sup>1</sup>

# Our Results Are Better Because Our Approach Is Better.

### ASSET-BASED REVOLVERS & TERM LOANS

<p><b>Manufacturing</b></p> <p><b>AID</b> Advanced Industrial Devices A portfolio company of</p> <p><b>BLACKBAY</b> ENERGY CAPITAL \$27,500,000 Revolver &amp; Term Loan General Refinancing</p>	<p><b>Manufacturing</b></p> <p><b>DERBY</b> FABRICATING SOLUTIONS A portfolio company of</p> <p><b>Prophet Equity</b> Seeing Future Value Today \$15,000,000 Revolver General Refinancing</p>	<p><b>Manufacturing</b></p> <p><b>DYMA BRANDS</b> A portfolio company of</p> <p><b>Keyne Anderson</b> Capital Advisors, L.P. Revolver Recapitalization</p>
<p><b>Business Services</b></p> <p><b>FORTBRAND</b> QUALITY • TRUST • RELIABILITY A portfolio company of</p> <p><b>BASALT</b> \$85,000,000 Revolver Working Capital</p>	<p><b>Technology - Communications</b></p> <p><b>fusion connect</b> A portfolio company of</p> <p>Morgan Stanley   <b>INVEST CREDIT</b> \$60,000,000 Revolver Growth Capital</p>	<p><b>Manufacturing</b></p> <p><b>KFI KRUGER</b> FAMILY INDUSTRIES \$90,000,000 Revolver &amp; Term Loan General Refinancing</p>
<p><b>Staffing</b></p> <p><b>NSC</b> The Skilled Staffing Experts™ A portfolio company of</p> <p><b>WHITE WOLF</b> CAPITAL GROUP \$40,000,000 Revolver &amp; Term Loan General Refinancing</p>	<p><b>Manufacturing</b></p> <p><b>CSDoors</b> A portfolio company of</p> <p><b>BEICON</b> \$20,000,000 Revolver &amp; Term Loan Acquisition Financing</p>	<p><b>Oilfield Services</b></p> <p><b>PSS</b> INDUSTRIAL GROUP A portfolio company of</p> <p><b>MARBLEGATE</b> \$100,000,000 Revolver General Refinancing</p>
<p><b>Manufacturing</b></p> <p><b>Robbins</b> SPORTS SURFACES A portfolio company of</p> <p><b>Q CAPITAL</b> \$19,000,000 Revolver &amp; Term Loan Acquisition Financing</p>	<p><b>Distribution</b></p> <p><b>roosevelt</b> paper co \$70,000,000 Revolver General Refinancing</p>	<p><b>Consumer</b></p> <p><b>Travelpro</b> A portfolio company of</p> <p><b>MID OCEAN</b> Partners \$50,000,000 Revolver General Refinancing</p>

### TECHNOLOGY FINANCE

<p><b>Technology - Vertical Software</b></p> <p><b>BESTPASS</b> A portfolio company of</p> <p><b>INSIGHT PARTNERS</b> Revolver &amp; Term Loan Acquisition Financing</p>	<p><b>Technology</b></p> <p><b>emburse</b> A portfolio company of</p> <p>Recapitalization</p>
<p><b>Technology - Vertical Software</b></p> <p><b>GrowthZone</b> smarter. associated. software A portfolio company of</p> <p><b>LEADEDGE</b> \$35,651,000 Recurring Revenue Acquisition Financing</p>	<p><b>Technology - Enterprise</b></p> <p><b>incident.IQ.</b> A portfolio company of</p> <p><b>COVE HILL</b> \$enior Secured Credit Facilities Working Capital</p>
<p><b>Technology - Ed Tech</b></p> <p><b>ParentSquare</b> A portfolio company of</p> <p><b>Serent</b> CAPITAL Recurring Revenue Acquisition Financing &amp; Working Capital</p>	<p><b>Technology - Healthcare IT</b></p> <p><b>smartlinx</b> A portfolio company of</p> <p><b>LONE VIEW</b> CAPITAL Recurring Revenue Acquisition Financing</p>
<p><b>Technology - Vertical Software</b></p> <p><b>upshop</b> A portfolio company of</p> <p><b>LEVEL EQUITY</b> \$45,000,000 Senior Secured Credit Facilities Acquisition Financing</p>	<p><b>Technology - Vertical Software</b></p> <p><b>VL VISUAL LEASE</b> A portfolio company of</p> <p><b>SPECTRUM</b> EQUITY \$25,000,000 Senior Secured Credit Facilities General Refinancing &amp; Working Capital</p>

### CASH FLOW FINANCE

<p><b>Technology</b></p> <p><b>365</b> A portfolio company of</p> <p><b>PROVIDENCE</b> EQUITY PARTNERS \$60,000,000 First Out Structure - Revolver General Refinancing</p>	<p><b>Manufacturing</b></p> <p><b>DOUGLAS PRODUCTS</b> A portfolio company of</p> <p><b>BRIGHTSTAR</b> \$50,000,000 First Out Structure - Revolver &amp; Term Loan Acquisition Financing</p>	<p><b>Business Services</b></p> <p><b>Fastmarkets</b> A portfolio company of</p> <p><b>astorg.</b> \$60,000,000 Super Senior Revolver &amp; Term Loan Acquisition Financing</p>	<p><b>Business Services</b></p> <p><b>Jackson Hewitt</b> TAX SERVICES A portfolio company of</p> <p><b>CORSAIR</b> \$40,000,000 First Out Structure - Revolver General Refinancing</p>
<p><b>Manufacturing</b></p> <p><b>NORIT</b> ACTIVATED CARBON A portfolio company of</p> <p><b>One Equity Partners</b> \$85,000,000 Revolver &amp; Term Loan* Acquisition Financing</p>	<p><b>Manufacturing</b></p> <p><b>SURCO</b> A portfolio company of</p> <p><b>BEHRMAN CAPITAL</b> BYA \$20,000,000 First Out Structure - Revolver General Refinancing</p>	<p><b>Technology</b></p> <p><b>Synamedia</b> A portfolio company of</p> <p><b>PERMIRA</b> \$50,000,000 First Out Structure - Revolver General Refinancing</p>	<p><b>Distribution</b></p> <p><b>TARTER</b> A portfolio company of</p> <p><b>Platinum Equity</b> \$70,000,000 Revolver &amp; Term Loan* Acquisition Financing</p>

### CHANNEL FINANCE

<p><b>Technology</b></p> <p><b>encore</b> TECHNOLOGIES \$50,000,000 Channel Finance &amp; Revolver General Refinancing</p>
<p><b>Technology</b></p> <p><b>GOVPLACE</b> \$15,000,000 Channel Finance &amp; Revolver General Refinancing</p>

\*A portion of the funding provided by Steel City Capital Funding, a division of PNC Bank.

1 Loan Pricing Corporation as of 03/31/24.

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