



CAPITAL ACCESS PARTNERS, LLC

Executive Summary

What do we do?

Capital Access Partners advises promising North American businesses on their need for capital (debt or equity) and how best to get it.

What do we believe?

Capital Access Partners believes it's not the cost of capital that matters. Rather, it is compatibility with capital providers that matters most. We utilize our *Optimal Pairing™* strategy to select capital providers most suitable for our clients: *Optimal Pairing™ = Optimal Results!*

What are we good at?

- Evaluating capital needs and advising on a very practical basis the odds of actually raising that amount of money.
- Reacting when a tight timeframe has been imposed either because of an attractive immediate opportunity or an actual liquidity crisis.
- Locating compatible sources of capital that can close the transaction fast.

What are we not good at?

- Getting a capital seeker a “better deal.” We don't believe our mission includes spending time on a challenge that is not likely to materially enhance the value of an enterprise.
- Locating capital for the hospitality and real estate sectors, as well as early-stage companies, especially technical ventures.
- Prolonging the discussion about a business seeking more money when its own issues need addressing first.

Who are our clients?

- Lower middle market with annual revenue usually between \$10 million and \$250 million.
- Needing capital, whether it is debt or equity, of \$1 million up to \$30 million.
- Faced with a tight timeframe either to capitalize on an immediate opportunity or to address a liquidity crisis.

How does Capital Access Partners succeed?

Tom Henderson, founder and CEO, has spent his entire professional career in the diversified commercial finance world where he was chief executive of numerous financing units covering a wide spectrum of products. Along the way he developed a fine sense of appreciation for the benefits a borrower enjoys when their need for equity or debt is filled by a truly compatible provider.

Tom created Capital Access Partners to leverage his unique understanding of the benefits of pairing those seeking to access various forms of capital with truly compatible providers. *Optimal Pairing™ = Optimal Results!*