



# Crystal Financial<sup>®</sup>

CONSISTENT CAPITAL EXECUTION

**Crystal Financial** is a leading provider of direct private credit. Our focus is to deliver secured debt capital solutions necessary to meet the diverse needs of the middle market. We uniquely analyze both a company's cash flows and/or assets to design the most flexible solution.

Since inception in 2006 we have sourced, underwritten & managed over \$4.0 billion of financings to a wide variety of borrowers.

Our objective is to deliver comprehensive solutions that meet critical business needs. Productive, collaborative relationships with our partners are our hallmark and nothing is more important than certainty of execution.



## Loan Parameters

- Minimum Fundings at close \$20MM and up
- All Industries
- Sponsor and Non-Sponsor deals

## Debt Structures

- First & Second Lien Term Loans
- FILO Tranches
- Unitranche Loans

## Transaction Purposes

- Acquisition Financing
- Growth Capital
- Refinancings & Recaps
- Restructurings

## Underwriting Approach

- Asset Based
- Cash Flow
- Non-traditional Assets
  - Brand Names
  - Intellectual Property
  - Recurring Revenue Streams

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## Asset Based Transactions

**JackRabbit** is a leading omni-channel retailer of athletic footwear, apparel, and accessories. Crystal acted as Co-Agent on a **\$40.0MM Senior Credit Facility** to facilitate the acquisition of Olympia Sports for Critical Point Capital.



Established in 2002, **Vince, LLC**, is a leading global luxury apparel and accessories brand that are sold in prestige locations worldwide, it's own retail stores and its e-commerce site, vince.com. Crystal provided a **\$27.5MM Senior Term Loan** secured by a 1<sup>st</sup> lien on all of the Company's non-working capital assets.

VINCE

**Acima Credit** provides a flexible and creative alternative to traditional consumer lending. The Company's proprietary technology driven point-of-sale finance product is designed to be a fast and easy solution for both the retailer and consumers. Crystal was a co-lender and Documentation Agent in a **\$125.0MM Secured Term Loan**.

acima

**Lacks Valley Stores** operates 12 retail locations throughout South Texas and sells furniture, appliances and electronics. Crystal agented a **\$55.0MM Senior Credit facility** comprised of a \$15.0MM Revolver and \$40.0MM Term Loan secured by the Company's assets including inventory, consumer receivables and selected real estate properties.

LACKS

Founded in 1923, **Southern States Cooperative ("SSC")** is an agricultural cooperative operating through the Southeast and Mid-Atlantic. It operates as a wholesaler, distributor and retailer of products required to grow crops and raise animals. Crystal agented a **\$70.0MM Secured Term Loan** secured by a 1<sup>st</sup> lien on the Company's real estate and a 2<sup>nd</sup> lien on the working capital assets.



**Smile Direct Club** is an industry disruptor in the dental aligner market with a proprietary teledentistry platform. Crystal was a co-lender in a **\$125.0MM Secured Term Loan**. Leveraging the consumer receivables from the SmilePay program created borrowing availability to fund continued growth.

smile  
DIRECT CLUB

## Cash Flow Transactions

Founded in 1990, **CDS** provides third party data center hardware maintenance and support service for high end storage, server and networking equipment. Crystal provided a **\$35.0 million Senior Credit Facility** to finance the acquisition of the Company by New State Capital Partners.

cds  
People • Service • Innovation

**Ashley Park Operations Corp. ("APOC" or the "Company")** is one of the leading mortgage origination and services platforms for the Canadian residential real estate market. Crystal acted as Administration and Collateral Agent for a **C\$97,500,000 Senior Term Loan**.

paradigm

INSPIRING CHANGE

Established in 2015 by Union Park Capital, **KPM Analytics** is a manufacturer of analytical instruments for the food, agriculture & environmental industries. Crystal's **\$27.5MM senior credit facility** refinanced existing debt and will finance additional acquisitions.

KPM  
ANALYTICS

**Global Holdings, LLC** is a leading provider of payment processing and account management services to the consumer debt settlement industry. Crystal agented a **\$68.5MM Senior Credit Facility** providing the necessary capital to complete an equity recap by New State Capital Partners, LLC.

GLOBALHoldings