



Crystal Financial is a direct lender offering secured debt solutions to middle-market companies across a wide range of industries.



We operate with a client-centric and solutions-oriented approach to meet the needs of our borrowers. Our team has a long history of working together, with a heritage of lending to both performing businesses as well as those navigating a period of transition. Borrowers benefit from our flexible approach to deal structuring, as well as the execution certainty we provide.

Productive, collaborative relationships with our partners are our hallmark.

Investment parameters

- \$20 – \$125MM transaction size
- Industry agnostic with expertise in:
 - Consumer & Retail
 - Specialty Finance
 - Special Situations, Restructurings and Turnarounds
- Sponsored & non-sponsored businesses

Senior & Junior Secured Debt Structures

Asset Based Products

- Revolver, term loan or unitranche structures
- 1st lien, split lien or “first-in, last-out” (FILO)
- 2nd lien “stretch” term loans
- No minimum EBITDA

Cash Flow Products

- Minimum EBITDA of \$20.0MM
- 1st lien revolver term loan or unitranche structures
- Prefer some level of asset coverage for “downside” protection

Collateral Types

- Working Capital
- Non-Working Capital, real estate, M&E, consumer brands
- Specialty finance portfolios – consumer or business

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Representative Transactions



The Children's Place is the largest pure-play children's specialty apparel retailer in North America.

Facility Overview –Crystal agented an **\$80.0MM Senior Term Loan** secured by the Company's intellectual property and certain other assets.

Purpose – Refinancing



Roadrunner Freight (RRTS) is a leading less-than-truckload transportation provider servicing a diverse customer base across many industries.

Facility Overview – Crystal provided a **\$45.0MM Senior Credit Facility** against the Company's accounts receivables.

Purpose - Refinancing



Acima Credit provides a flexible alternative to traditional consumer lending point-of-sale financing.

Facility Overview - Crystal was a co-lender and Documentation Agent in a **\$125.0MM Senior Term Loan**.

Purpose - Growth Capital

TRUE RELIGION

True Religion is a lifestyle apparel brand with both wholesaler and omni channel retail distribution.

Facility Overview – Subsequent to providing the Company with incremental liquidity via an initial **\$60.0MM Senior Credit Facility**, Crystal supported True Religion's plan of reorganization with a **\$29.0MM Debtor-In-Possession Senior Credit Facility**, and then provided emergence financing in the form a **\$27.5MM Senior Credit Facility**.

Purpose – DIP and Emergence Financing

VINCE.

Vince is a leading global luxury apparel and accessories brand.

Facility Overview - Crystal provided a **\$27.5MM Senior Term Loan** secured by a 1st lien on all of the Company's non-working capital assets including the brand value.

Purpose - Incremental liquidity



Basic Fun! is a designer, developer, manufacturer, and distributor of innovative and fun children's toys and entertainment products..

Facility Overview - Crystal agented a **\$40,000,000 senior credit facility comprised of a \$20,000,000 revolver and a \$20,000,000 term loan**, secured by all assets of the business.

Purpose - Recapitalization & Growth capital