

STRATEGIC GROWTH CREDIT & VENTURE DEBT SOLUTIONS

Structural Capital partners with growth-focused technology and technology-enabled companies for their capital needs. We provide tailored credit solutions to help management teams solve for scale, profitability, runway, working capital, or acquisition in a non-dilutive fashion. Structural Capital offers a unique and differentiated approach compared to other lenders and seeks to create long-term financing partnerships with its portfolio companies.

 The Structural Capital team collectively has over 80 years of relevant experience investing in direct loans and equity transactions

 Founded in 2014 and based in Menlo Park, Structural Capital has completed 100+ transactions and invested \$970+ million of capital

EXPERIENCED TEAM

 <p>KAI TSE Managing Partner & CIO</p> <p>20+ Years Experience Fmr. Managing Director at Triplepoint Capital Serial Entrepreneur; Fmr. Osprey-GKM Ventures</p>	 <p>LARRY GROSS Managing Partner</p> <p>20+ Years Experience Two-time Kleiner Perkins portfolio CEO Serial Entrepreneur with Multiple Successful Exits</p>	 <p>JAY TAYLOR Partner & CFO</p> <p>20+ Years Experience Fmr. VP of Finance at Trinity Capital Fmr. FTI Consulting, Deloitte, E&Y</p>	 <p>ATUL TIWARY Principal</p> <p>30+ Years Experience Fmr. VP of Corp Dev at Barracuda Networks Fmr. Fortinet, Centaur Partners, and RBC Capital Markets</p>	 <p>NITIN CHANDRA Principal</p> <p>15+ Years Experience Fmr. Director at Midcap Financial / Apollo Fmr. Wells Fargo Securities and Accenture</p>	 <p>HOWARD LEE Venture Partner</p> <p>20+ Years Experience Fmr. Managing Director of Founders Equity Partners Fmr. CDIB Capital, Crystal Ventures, Crimson Ventures</p>	 <p>DANIEL CHEN Venture Partner</p> <p>20+ Years Experience Fmr. Senior Leadership roles at Quicken and Brightside Led deals with Plaid, Morningstar, Equifax, Dropbox, Paypal</p>
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DEEP INDUSTRY EXPERIENCE



TARGET COMPANY PROFILE

- Strong business model and fundamentals
- Market expansion stage or later
- Track record of consistent performance
- Supportive equity sponsors

KEY FINANCIAL METRICS

- At least \$10 million in revenue
- At least 15% year-over-year growth
- Stable margins and improving unit economics
- Path to profitability within 6 quarters

FINANCING PRODUCT

- Check Size: \$10 million - \$50 million+
- Security: First lien / subordinated / split lien
- Structure: 2-4 year Term Loans with Incremental Capital Unlocks and Amortization Deferrals
- Use of Proceeds: Growth, Working Capital, Runway Extension, Debt Refinance, M&A, Secondary Liquidity

INDUSTRY SEGMENTS AND TARGETS



SOFTWARE



FINTECH



CYBERSECURITY



HEALTH IT



EDTECH



HARDWARE



AGTECH & ENERGY



HEALTH & WELLNESS