

# STRATEGIC GROWTH CREDIT & VENTURE DEBT SOLUTIONS

Structural Capital partners with growth-focused technology and technology-enabled companies with 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 SC 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 \$970+ million of capital invested.

## EXPERIENCED TEAM



**KAI TSE**  
Managing Partner & CIO

20+ Years Experience  
Fmr. Managing Director at Triplepoint Capital  
Serial Entrepreneur; Fmr. Osprey-GKM Ventures



**LARRY GROSS**  
Managing Partner

20+ Years Experience  
Two-time Kleiner Perkins portfolio CEO  
Serial Entrepreneur with Multiple Successful Exits



**JAY TAYLOR**  
Partner & CFO

20+ Years Experience  
Fmr. VP of Finance at Trinity Capital  
Fmr. FTI Consulting, Deloitte, E&Y



**BRAD PRITCHARD**  
Sr. Managing Director

25+ Years Experience  
Fmr. Runway Growth Capital  
Fmr. BlackRock U.S. Private Capital  
Fmr. Hercules Capital



**ATUL TIWARY**  
Principal

30+ Years Experience  
Fmr. VP of Corp Dev at Barracuda Networks  
Fmr. Fortinet, Centaur Partners, and RBC Capital Markets



**HOWARD LEE**  
Venture Partner

20+ Years Experience  
Fmr. Managing Director of Founders Equity Partners  
Fmr. CDIB Capital, Crystal Ventures, Crimson Ventures



**DANIEL CHEN**  
Venture Partner

20+ Years Experience  
Fmr. Senior Leadership roles at Quicken and Brightside  
Led deals with Plaid, Morningstar, Equifax, Dropbox, Paypal

## 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

## SUCCESSFUL PAST DEALS

SC Principals have been involved with many successful venture backed companies over the past two decades.



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## INDUSTRY SEGMENTS AND TARGETS



**SOFTWARE**



**FINTECH**



**CYBERSECURITY**



**HEALTH IT**



**EDTECH**



**HARDWARE**



**AGTECH  
& ENERGY**



**HEALTH  
& WELLNESS**

