

Flexible. Creative. Sincere. Patient. Long-Term Partners.



Global Bankers Capital, an affiliate of Eli Global, offers flexible financing solutions to support leveraged buyouts, strategic acquisitions, recapitalizations, refinancings, and growth initiatives. We focus on middle market companies across a wide variety of industries and invest in all tranches of the capital structure. Global Bankers Capital has assets totaling over \$5 billion and over 50 investment professionals worldwide. The firm's entrepreneurial DNA gives us a unique understanding of the challenges and opportunities of financing growth.

Founded in 1991, Eli Global ("Eli") is a conglomeration of independent portfolios comprising more than 100 businesses with approximately 7,500 employees, with investments in a diversified range of industries including insurance, financial services, healthcare services, information technology, marketing and sales, publishing, distribution, market research, debt collection, credit management services, and mortgage origination. Eli is privately held and invests with a buy and build strategy, owning and operating approximately 100 separate portfolio companies. Through its insurance holdings, Global Bankers Insurance Group, Eli invests across a wide spectrum of alternative credit assets.

TARGETED INVESTMENT CRITERIA:

- Revenue > \$20 million
- EBITDA of \$5 - \$60 million
- Gross margins more than 30%
- EBITDA margins more than 10%
- High Free Cash Flow Conversion

- Target Industries:
 - Business and Consumer Services
 - Financial Services
 - Healthcare
 - Niche Manufacturing
 - Value-added Distribution

FINANCING PRODUCTS:

- Revolvers
- Senior Debt
- Unitranche Loans
- 2nd Lien / Subordinated Debt / HoldCo Notes
- Preferred / Structured Equity

TRANSACTION TYPES:

- Dividend Recapitalizations
- Growth Capital
- Leveraged Buyouts
- Management Buyouts
- Refinancings

WHY PARTNER WITH GLOBAL BANKERS CAPITAL?

- We are **FLEXIBLE, CREATIVE, FAST,** and **NON-BUREAUCRATIC**
- We **WORK HARD** to meet the unique personal and professional needs of partners
- We are **PATIENT** – a good deal is worth waiting for and we believe in build relationships
- We are **SINCERE** in our buy and hold philosophy and our affinity for entrepreneurs who want to grow their companies
- We look for **LONG-TERM PARTNERS** and use **PERMANENT CAPITAL**



GLOBAL BANKERS CAPITAL OVERVIEW:

- Investments of \$5 - \$100 million in businesses that have EBITDA between \$5 - \$60 million
- Investments in a wide range of industries globally
- Proceeds from the investments are typically used for leverage buyouts, recapitalizations, strategic acquisitions, growth capital, and bridge loans
- Global Bankers Capital is flexible in structuring and will invest in first lien, unitranche, second lien, mezzanine, convertible debt, preferred and common equity

GLOBAL BANKERS CAPITAL ALTERNATIVE CREDIT SENIOR MANAGEMENT TEAM:

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