



# METROPOLITAN

Metropolitan Partners Group is a private investment firm that provides asset-based debt capital to non-sponsored situations in the domestic lower middle market space, unconstrained by industry or asset class. We work directly with business owners and management teams to grow their balance sheets and build lasting value with our tailored capital solutions, while aiming to provide downside protection to our investors.

## ABOUT US

150+  
Investments  
Made

\$2.0+ B  
Deployed

\$1.0 B  
Assets Under  
Management

90%  
Up to  
90% LTVs

## CURRENT INVESTMENT VEHICLE

\$500+ M  
Current Fund  
Deployment Capacity

## LOAN & BORROWER CHARACTERISTICS

### Overview

Initial Size \$10M – \$40M  
Term 12 – 36 Months

### Borrower Characteristics

Enterprise Value \$10M – \$100M  
Geography US-Based  
Profile Owner Operated

### Financing Assets in Various Business Sectors



Financial  
Services



Specialty  
Finance



Media



Technology



Business Services



Agriculture &  
Related



Real Estate



Industrials



Other  
Sectors

### Supported Transaction Types



Fundamental  
Growth



Asset  
Aggregation



Customer  
Acquisitions



Acquisitions



Special  
Situations



Unlocking  
Cash Flows



Intangible  
Asset Finance



Asset  
Transformation

## FIRM DIFFERENTIATING ATTRIBUTES

- ✓ We specialize in providing collateralized **short term, flexible financings** that help drive value in the deeply underserved **lower middle market** and **various niche asset classes**
- ✓ We are a **less-dilutive equity alternative**, providing capital to allow management teams to execute on immediate business and growth goals
- ✓ Large network of **operating experts & in-house asset management team** standing by to help
- ✓ Reliable, responsive partner that **sticks to our timelines and delivers on our commitments**
- ✓ **Sophisticated** lender ready to tackle **complex situations** with **creative structures and tailored financing** for each situation or asset
- ✓ Established reputation in the marketplace as an **empathetic & flexible** lender that **acts fast** for scaling companies, asset aggregation & special situations

## GET IN TOUCH | OUR SENIOR INVESTMENT TEAM

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## RECENT TRANSACTIONS

### PROJECT SPIRIT

*Company that purchases, ages & sells young aged bourbon & rye barrels in KY & IN*

2019 \$23M\*

*\*Additional upside funded of \$60M*

### PROJECT GLOBAL

*Provider of canine explosives detection services to the air cargo industry*

2020 \$15M

### PROJECT SOUNDTRACK

*Aggregator of music royalty streams from compositions used in film & TV productions*

2021 \$50M\*

*\*Additional upside funded of \$50M*

### PROJECT MSP

*Aggregation of small & medium IT managed service providers with long term SAAS contracts*

2022 \$30M\*

*\*Additional upside funded of \$30M*

**WHY METROPOLITAN:** Metropolitan was able to understand the dynamic supply/demand of this esoteric asset, which was too complex for traditional sources of financing. Metropolitan structured a multi-draw loan to allow Spirit to execute on these purchases and sell the barrels strategically.

**From the CEO:** *"Prior to diligence, the team prepared me for a process which was 'get to YES' versus the usual 'get past NO' - and they delivered. Metropolitan made the upfront effort to understand the inner workings of our business opportunity; this enabled us to take advantage of dynamic market dislocations in the early parts of COVID."*

**WHY METROPOLITAN:** Due to the government shut down, many contracts Global was awarded were significantly delayed. The company had been surviving on expensive, short-term capital, Metropolitan was able to value Global's multi-year contracts to structure a debt investment that would be significantly less dilutive than other capital providers.

**From the CEO:** *"Metropolitan was like night and day compared to our previous lender; empathetic, collaborative and creative, the Metropolitan team really understood the opportunity in front of us and created a customized capital solution which allowed us to focus and execute on it, something that other capital providers did not seem interested in at all."*

**WHY METROPOLITAN:** Metropolitan was able to understand the value of aggregating non-vocal music royalty streams, which are often overlooked by investors in the space. Metropolitan's facility enabled the company to execute on its pipeline while also minimizing dilution.

**From the CEO:** *"We selected Metropolitan as our feeling was Metropolitan understood us and what we were trying to achieve. We were always very impressed with the quality of questions coming from Metropolitan - things that really mattered which was very different from other potential investors."*

**WHY METROPOLITAN:** By using the run-off value of its existing contracted customer base, Metropolitan was able to create a borrowing base structure that included a flexible approach for MSP to acquire targets. Metropolitan's creative structuring was a value-add for MSP as the company saw it as a competitive advantage for its acquisition strategy.

**From the CEO:** *"We selected Metropolitan because their entrepreneurial mindset was in total alignment with ours and because of the expediency with which Metropolitan could move."*

## ADDITIONAL TESTIMONIALS

### Deep Understanding

"After speaking with several prospective partners, Metropolitan stood apart as our comfort level with their team was different from the rest. They took the time to understand our business, and our needs, which reinforced our belief that they could help us grow our business further."

**CFO, UPSTACK**  
Telecom Asset Aggregation

### Flexible & Creative

"It's very important to have alignment with a capital provider, particularly when at an inflection point. Banks can't do it. You don't want a sharp elbowed lender. You want a team like Metropolitan - smart, flexible and value add. Metropolitan understands that one size does not fit all -- tailoring the investment to the needs of the business. We know this takes a lot more effort by Metropolitan than most would think. They are very differentiated."

**Founder, DarwinCX**  
Growth BPO

### Partnership

"Metropolitan's approach was focused on crafting a solution that accommodated the needs of all involved. They applied an original thinking lens to identify how their abilities could create value rather than be constrained by formulaic, one size fits all recipes. Metropolitan's team brings together intellectual thoroughness, speed and a focus on partnership in spirit and in substance. I enthusiastically recommend Metropolitan."

**Tech Entrepreneur & Investor**  
Liquidity Bridge

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