NP Capital Connector® (NPCC) is a complimentary and proprietary referral service for our clients and prospects. We source and facilitate flow within the deal ecosystem, connecting capital seekers, capital providers and intermediaries based on the needs and opportunities we identify through our extensive network.

We are not a registered broker-dealer and our services provided through this unique offering are limited to facilitating introductions only, on a confidential basis.

NPCC Benefits for the Deal Ecosystem

**CAPITAL SEEKERS**
- Direct introductions to capital providers
- Ideas regarding capital options
- Introductions to intermediaries when strategic advice is required

**CAPITAL PROVIDERS**
- Access to proprietary deal flow through direct introductions to capital seekers
- Access to deals from boutique/specialized intermediaries

**INTERMEDIARIES**
- Introductions to capital seekers requiring strategic advice
- Access to capital providers that may not normally be on the “radar screen”
For the avoidance of doubt, Nixon Peabody does not (1) solicit or receive any compensation in relation to any NP Capital Connector introduction; (2) perform business due diligence or otherwise advise on the merits or business aspects of any transaction introduced through NP Capital Connector; and (3) have custody, control or possession of or otherwise handle funds or securities issued or exchanged by any party where the introduction came through NP Capital Connector.

### NPCC CRITERIA FOR COMPANIES SEEKING CAPITAL

**Capital Need**
- **Growth**
  - Acquisition financing
  - Equity (non-control)
  - Debt
- **Liquidity**
  - Sale of all or part of a business to a financial or strategic buyer
    - Carve-out
    - Majority sale
    - Management buyout
    - Minority sale
- **Recapitalization and restructuring**
  - Debt or equity

**Financial Criteria**
- **Revenue** of at least $5 million
- **EBITDA**
  - Cash flow positive, or
  - Breakeven or slightly negative with a clear path to profitability
- **Capital need** (debt or equity) of at least $2 million
- **No start-ups**

### Industries and Geography
- We are sector-agnostic, but have particular expertise and deep industry relationships in:
  - Consumer products
  - Cleantech
  - Distressed
  - Energy (traditional and renewable)
  - Food and beverage
  - Health care
  - Life sciences
  - Manufacturing
  - Real estate
  - Technology
- **Primarily U.S.**, with some exceptions for Europe and China

### ABOUT NIXON PEABODY LLP
At Nixon Peabody, we see 21st century law as a tool to help shape our clients’ futures. We are constantly thinking about what is important to our clients now and next so we can foresee obstacles and opportunities in their space and smooth the way. We work together to handle complex challenges in litigation, real estate, corporate law, intellectual property and finance anywhere in the world.

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RESULTS/STATISTICS
Each quarter, the NPCC program sources at least 50 INVESTMENT OPPORTUNITIES
About half of these deals are purely proprietary, with an average company
REVENUE OF $34M AND EBITDA OF $3.5M

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