

CAPITAL STONE IS AN INVESTMENT FIRM FOUNDED IN 2005 IN SOUTHERN CALIFORNIA BY VETERAN PORTFOLIO MANAGERS FROM TOP BANKING AND ADVISORY FIRMS. WE FOCUS ON BUSINESSES THAT CAN BENEFIT FROM OUR INDUSTRY EXPERTISE AND OPERATIONAL MANAGEMENT EXPERIENCE.

## KEY FACTS: 30+ YEARS OF EXPERIENCE 2005 FOUNDED

### KEY STRENGTHS

- Industry and market insights
- Significant management relations at board and C-level
- Exclusive strategic relationships with industry executives



### TRANSACTION TYPES

- Opportunistic acquisitions
- Distressed buyouts
- Debt investments
- Strategic growth capital
- Corporate carve-outs



### VALUE CREATION

- Operational improvement
- Early entry in emerging markets and long term focus in traditional asset classes
- Targeting market inefficiencies to access undervalued and off-market deals
- Identifying dislocations between current market value and existing capital stack



### SECTOR FOCUS:



Logistics & Distribution



Healthcare



Retail, Consumer & Hospitality

### OPERATING COMPANIES

Capital Stone Holdings employs different investment platforms such as joint-venture equity, preferred equity, and direct equity to pursue a variety of investment opportunities in operating companies. Capital Stone attempts to grow business by acting as a catalyst for change and we have established clear paths to maximize the value of our portfolio companies.

### REAL ESTATE FUND

Our senior team members have a long history of discovering real estate opportunities across multiple sectors and geographic regions. Through a diversified investment portfolio from hotels, retail, office buildings, to apartment complexes, Capital Stone identifies and executes development projects to rise above the ebbs and flows of the marketplace.

## INVESTMENT CRITERIA

**Revenues:** \$20 Million To \$200 Million

**EBITDA:** \$3 Million to \$15 Million with margins of approximately 10% or better

**Industry:** Variety, CSH's Management Team is experienced in diversification. Our Operating Specialists have managed and operated projects and companies in several industries including Consumer & Retail, Manufacturing, Logistics, Clean Energy, Retail and other opportunistic businesses

**Management Teams:** Management professionals with an equity stake on projects and surplus bonuses.

**Competitive Advantages:** Strategic and opportunistic investments where there is a path for growth and improved performance – an "angle"

**Capital Structure:** High yield market growth with segmentation.

**Cashflow Diversification:** Diversity in business model to spread risk.

**Stability:** Four years of positive EBITDA with strong future investments

**Size:** \$20 Million to \$200 Million

**Property Type:** Multifamily, Commercial, Retail, Hotel, New Builds

**Industry:** Construction, Mezzanine, Opportunistic Investments, Re-zoning

**Management Teams:** Developers and Property Managers with industry experience

**Demonstrated Competitive Advantages:** Asset location, low market cap rates and tenant make-up

**Capital Structure:** Projected IRR and Waterfall Structure

**Cashflow Diversification:** Demonstrated project rent growth and appropriate exit Cap Rates

## SELECT PORTFOLIO COMPANIES



- Historic landmark and restaurant in Hollywood
- Value add ultra-luxury villa and residence entitlement



- School and senior meal service provider
- Servicing 110,000 meals/day in California and Arizona



- Medical Transportation in Southern California
- Servicing 6,000+ patients per month

## TO DISCUSS INVESTMENT OPPORTUNITIES