

# PARKWAY CAPITAL

FLEXIBLE CAPITAL FOR THE LOWER MIDDLE MARKET



## PARKWAY CAPITAL OVERVIEW

Since 2000, Parkway Capital has had a history of investing alongside management, both funded and independent equity sponsors, and family offices, providing a flexible junior capital alternative for lower middle market companies. Having joined forces with the team at Calvert Street Capital Partners in 2019, Parkway has an experienced, mezzanine-focused investment group that will continue their collective legacy of making mezzanine debt and minority equity investments in lower middle market companies. These investment professionals have collectively invested more than \$400 million of capital across 60+ portfolio companies.

## INVESTMENT PHILOSOPHY

Individual investments are structured based on the needs of each portfolio company. Parkway invests in a broad range of industries including manufacturing, distribution, consumer products, business and industrial services, and healthcare. We target opportunities where our investment will help to pursue growth opportunities, enable balance sheet recapitalizations, and / or facilitate ownership transfers.

## MEZZANINE INVESTMENT PARAMETERS

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|--------------------------|--|
| TARGET PROFILE           | <ul style="list-style-type: none"><li>• Companies headquartered throughout the U.S.</li><li>• \$10 million+ of revenue with \$2 million+ of EBITDA</li><li>• Investment Size: \$3 to \$12 million</li><li>• Investment Structure: Subordinated debt and non-control equity</li></ul> |
| BUSINESS CHARACTERISTICS | <ul style="list-style-type: none"><li>• Ability to generate FCF sufficient to service pro forma debt structure</li><li>• Strong management team and sponsorship</li><li>• Defensible market niche and demonstrated competitive advantage</li></ul>                                   |

## PARKWAY CAPITAL / CALVERT STREET DIFFERENCE

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|-------------------------|---|
| DIFFERENTIATING FACTORS | <ul style="list-style-type: none"><li>• Strong, consistent presence in the lower middle market</li><li>• Active and involved team with over 100 years of combined lower middle market investing experience</li><li>• Cohesive group with a long track record through numerous economic cycles</li><li>• Extensive and deep network of operating resources</li></ul>   |
| INVESTMENT TEAM         | <ul style="list-style-type: none"><li>• <b>Christopher Pope</b>, co-founder of Parkway Capital Investors / 35+ years of lower middle market lending and investing</li><li>• <b>J. Drexel Knight</b>, co-founder of Parkway Capital Investors / 40+ years of lower middle market lending and investing</li><li>• <b>Andrew John</b>, Partner of Calvert Street Capital Partners, led prior Calvert Street SBIC fund / 35+ years of lower middle market lending and investing</li><li>• <b>Michael Coiro</b>, Executive Managing Director of CFG Capital Markets, a capital markets and investment banking firm</li></ul> |