

Collaborative. Decisive. Patient.

RLJ Credit provides flexible debt capital solutions for both private equity sponsored and non-sponsored lower middle market companies. RLJ Credit can provide senior, subordinated, or unitranche loans to support leveraged buyouts, strategic acquisitions, recapitalizations, refinancings, and growth initiatives.

RLJ Credit is part of The RLJ Companies, which is led by Robert L. Johnson, the Founder and former Chairman of Black Entertainment Television (BET). The Principals of RLJ Credit have extensive experience partnering with middle market companies, across a broad range of industries, to support growth and create value. We successfully partner with private equity firms, investment banks, and operating executives to deliver our full range of debt financing solutions.

FINANCING PRODUCTS:

- Last Out Term Loans
- Unitranche/"One-Stop"
- Mezzanine/Subordinated Debt
- 2nd Lien Term Loans
- Equity Co-investments

TRANSACTION TYPES:

- Leveraged Buyouts
- Refinancings
- Recapitalizations
- Dividend Recaps
- Strategic Initiatives
- Growth Capital

FINANCING FOCUS:

- \$3 million to \$15 million per transaction
- Sponsored and Non-sponsored transactions
- Capital partner that can invest as a sole, lead, club, or participant in a syndicated loan

INVESTMENT CRITERIA:

- Defensible market positions
- Experienced and proven management teams
- Recurring and predictable revenue stream
- Diversification of customer base, products, and markets

COMPANY CRITERIA:

- Revenue > \$10 million
- EBITDA of \$2 million to \$15 million
- EBITDA margins in excess of 10%
- U.S. based business
- Stable historical financial performance
- Targeted Industries:
 - Business Services
 - Consumer
 - Manufacturing/Industrial
 - Value-Added Distribution

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HELPING MIDDLE MARKET COMPANIES GROW IN AN EVER CHANGING ENVIRONMENT

CURRENT PORTFOLIO COMPANIES

	<p>Centerfield Media Holdings, LLC, Los Angeles, California (www.centerfield.com) Founded in 2011 and headquartered in Los Angeles, CA, with offices in New York, Centerfield Media is a highly sophisticated search technology platform that employs automated optimization processes which provide its customers with highly qualified and valuable customer leads in complicated customer acquisition markets. Centerfield Media helps its advertisers find high converting and lifetime value customers for their products and services.</p>
	<p>MarketCast, LLC, Los Angeles, California (www.mcast.com) Founded in the late 1980s and headquartered in Los Angeles, CA, with offices in New York, Boston, and London, MarketCast is a leading provider of marketing research services for the global entertainment industry. Through a variety of consulting services backed by rigorously scientific quantitative and qualitative research methods, MarketCast works in collaboration with marketers and researchers across the entertainment industry.</p>
	<p>LuLu*s Fashion Lounge, Inc., Chico, California (www.lulus.com) Founded in 1996 and headquartered in Chico, CA, LuLu*s is a rapidly growing e-commerce retailer of young women’s apparel, shoes and accessories. The Company delivers a superior experience to consumers by curating a unique product assortment that includes the coveted LuLu*s label, emerging new designers and favorite go-to brands. Leading the way as the lifestyle destination for fashion infatuated shoppers worldwide, LuLu*s has created a one stop shop for all things chic.</p>
	<p>Media Source, Inc., Plain City, Ohio (www.mediasourceinc.net) Founded in 1980 and headquartered in Plain City, OH, Media Source is the leading provider of information, content and expert advice to K-12, public and academic librarians and suppliers in the \$11.2 billion U.S. library market. Media Source provides collection development, magazine subscriptions, book reviews, websites, webinars, virtual and live summits to a customer base comprised of 19,000 libraries and over 100,000 librarians / library staff. Subsidiary companies include: Junior Library Guild, The Horn Book, Library Journal and School Library Journal.</p>
	<p>EnviroVac Holdings, LLC, Savannah, Georgia (www.envirovac.us) Founded in 1999 and headquartered in Savannah, GA, EnviroVac is a provider of industrial cleaning and maintenance services, with projects ranging from routine plant maintenance, utilizing high-pressure washing equipment and vacuum trucks, to planned plant outages. The Company operates in the Southeast, Mid-Atlantic and Gulf Coast regions and serves the pulp and paper, chemical, steel, oil and gas, and power industries.</p>
	<p>ShareTracker, LLC, Ashland, Missouri (www.sharetracker.net) Formed in 2003 and headquartered in Ashland, MO, ShareTracker is a technology-based market research company that provides market share, demographic analysis, and other customer metrics to the largest telecommunications companies in the United States.</p>
	<p>Naylor, LLC, Gainesville, Florida (www.naylor.com) Founded in 1969 and headquartered in Gainesville, FL, Naylor, LLC is a leading provider of outsourced business and communications services for the North American association marketplace. Naylor provides customized communications and business services that include a full suite of print and digital media, event management, exchange event and related marketing and business services for over 450 associations in the United States and Canada.</p>
	<p>Pivotal 5, LLC, Chicago, Illinois (www.pivotal5.com) Founded in 2002 and headquartered in Chicago, IL, Pivotal 5 owns and licenses brands of wellness and handheld fitness products that are sold through retail, fitness facilities, direct-to-consumer, and wholesale channels.</p>

WHY RLJ CREDIT?

- Flexibility across the debt capital structure; we are not tied to one product or pricing parameter
- Experienced team with more than 90 years of combined leverage finance experience
- Our team will provide thoughtful feedback on new deal opportunities
- Efficient and transparent investment approval and deal closing process
- Patient capital with a partnership approach