



## **GROWTH CAPITAL FOR INNOVATIVE TECHNOLOGY COMPANIES**

North Atlantic Capital was founded in 1986 and is one of the oldest venture capital firms in the country. North Atlantic targets high-growth technology-based B2B companies with annual revenue rapidly approaching or above \$10 million, including a strong base of recurring revenue. North Atlantic makes initial investments of between \$5 million and \$10 million structured as subordinated debt with warrants and select equity participation.

**MORE FLEXIBLE THAN DEBT.  
LESS COSTLY THAN EQUITY.**

### **STRUCTURED CAPITAL FEATURES**

North Atlantic's structured capital offering has several attractive characteristics for high-growth businesses seeking patient risk capital:

- No financial covenants
- Six-year term with no principal payments due until maturity
- Fixed interest rate for the term of the loan
- Subordinated to senior working capital loans

North Atlantic's structured capital is significantly less dilutive compared to equity financings, and far more patient than traditional venture debt.

### **TYPICAL APPLICATIONS**

North Atlantic's structured capital has been utilized in the following situations:

- Growth capital to achieve profitability
- Founder or shareholder liquidity
- Finance acquisitions

In February 2021, Stifel Financial, a leading middle-market investment bank, acquired North Atlantic Capital's brand and future business. North Atlantic's strategy aligns well with Stifel's nationally recognized expertise in institutional research and investment banking services. North Atlantic portfolio companies will have access to the array of Stifel resources to support their growth and success.

**FOR MORE INFORMATION, CONTACT  
DAVID COIT, MARK MORRISSETTE OR MICHAEL NITKA  
AT 207-772-4470 OR VISIT [WWW.NORTHATLANTICCAPITAL.COM](http://WWW.NORTHATLANTICCAPITAL.COM)**