



GROWTH DEBT

- Term Debt
- Bridge and Standby Facilities

Flexible Technology Growth Capital

GROWTH EQUITY

- Minority Preferred
- Convertibles

TARGET COMPANY PROFILE

Mid-later stage, seeking expansion capital



Industry Focus

Technology & Technology-Enabled Services



Geography

Across North America



Preferred Sectors

Enterprise Software & Key Verticals (Fintech, Healthcare, Others)



Revenue

\$10+ million run-rate



Profitability

Not required, growth prioritized



Investors

Bootstrapped or VC / PE backed, private or public

WHY VISTARA?

Flexible, tailored growth capital solutions



Unique ability to invest across the capital structure as debt and/or equity



\$5-15 million per investment (ability to syndicate larger deals)



Less dilutive, growth oriented structures, will also subordinate to existing senior lenders



Flexible duration (1-5 years) and attractive interest only structures



Highly responsive with streamlined and transparent process to close



Industry experienced and connected team



Funded by leading technology executives, family offices, foundations and entrepreneurs

FUNDING USE CASES



Expansion

Organic growth initiatives



Acquisitions

Standby or committed facilities



Bridging

Between rounds, pre-IPO or M&A exit



Liquidity

Recapitalizations or buyouts of existing shareholders



Refinancing

Nearing maturity, covenant concerns, or commencement of amortization

KEY CONTACTS



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INVESTMENT TEAM



Randy Garg FOUNDER & MANAGING PARTNER

25+ years in technology finance, venture capital and investment banking. Managed prior family office fund following same investment strategy as Vistara.



Noah Shipman PARTNER

10+ years in technology finance, investment banking, public and private company corporate development and strategy.



John O'Donoghue SENIOR ASSOCIATE

10+ years in engineering, cleantech, direct and private equity fund investing.



Kathleen Reaume SENIOR ASSOCIATE

10+ years in operations in tech finance, strategy, and product roles, plus investment banking.

SAMPLE PORTFOLIO COMPANIES (CURRENT AND EXITED)



TESTIMONIALS

"Randy has been a very helpful and collaborative partner over a number of years, and in his observer capacity has been an insightful contributor to the executive team and Board. Zafin has used capital provided by funds managed by Randy on two different occasions, in order to accomplish goals at different points in our growth cycle. When seeking capital the second time, based on previous experience we did not hesitate to work with Vistara again. Their patient and creative investment structures have enabled us to fund our continued accelerated growth path, while creating the flexibility to raise traditional equity capital at more optimal junctures and limit overall dilution."

AL KARIM SOMJI
CEO, ZAFIN

"When Getaround was looking to extend our runway and execute on several key strategic objectives prior to our next equity raise, Vistara really stepped up. The team at Vistara were highly responsive in putting together a financing solution tailored to our needs and moving quickly to a close. This was vital to a company like us in a dynamic sector as it allowed us to get back to running the business and prioritize the factors most important to Getaround's long term growth. Since the investment, Vistara has been a great partner committed to supporting our team and providing us the flexibility required to grow our business."

ADAM KOSMICKI
CFO, GETAROUND

"We bootstrapped InvestEdge from an idea to servicing over \$1 trillion in assets in 17 years. We considered equity financing but instead chose Vistara as our first external investor. They created tailored solution to our capital requirements without creating complex equity structures. Their debt funding was exactly what we needed to launch additional products and continue to grow rapidly. Vistara has been a great partner, providing guidance when needed and allowing us to transform our business."

BOB STEWART
CEO, INVESTEDGE

"Vistara's creativity and flexibility stood out as we looked at different capital sources to fund our growth plans. They stepped up again as we completed an important acquisition soon into our relationship. Vistara really embodies what it means to be a growth partner, and have proven to bring a lot of value to the table in addition to capital."

JIM SCHULER
CFO, BACKSTOP SOLUTIONS

ADDITIONAL TESTIMONIALS ON OUR WEBSITE
<https://vistaracapital.com/#testimonials>