



## GROWTH DEBT

- Term Debt
- Bridge and Standby Facilities



## GROWTH EQUITY

- Minority Preferred
- Convertibles

# Flexible Technology Growth Capital

## TARGET COMPANY PROFILE Mid-later stage, seeking expansion capital



### Investment Focus

Enterprise SaaS &  
Tech Enabled Services



### Geography

Across North America



### Financial Profile

\$10M+ Recurring Revenue,  
Profitability Not Required



### Investors

Bootstrapped or VC /  
PE Backed, Private Or Public

## WHY VISTARA?

Flexible, tailored growth capital solutions



Unique ability to invest as debt or hybrid debt / equity structures to help limit overall dilution



\$5M - \$20M per investment (with ability to lead larger deals)



Flexible duration with 3-5 year interest only (non-amortizing) maturities and growth-oriented covenants



Will subordinate to bank lenders to enhance access and lower overall cost of capital



Highly responsive with streamlined and transparent process to close



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



Proven growth partner for both equity sponsored and founder-owned companies alike

## FUNDING USE CASES



### Expansion

Organic growth initiatives



### Acquisitions

Standby or committed facilities



### Runway Extension

Between rounds or prior to exit.  
Fuel ongoing growth while avoiding pricing of equity



### Liquidity

Recapitalizations or buyouts of existing shareholders



### Refinancing

Nearing maturity, covenant concerns, or commencement of amortization

## INVESTMENT TEAM



### Randy Garg

FOUNDER & MANAGING PARTNER

25+ years in technology finance, venture capital and growth stage investing as both equity and debt. Founded Vistara in 2015 as spin-out from prior family office fund.

[randy@vistaracapital.com](mailto:randy@vistaracapital.com)



### Noah Shipman

PARTNER

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

[noah@vistaracapital.com](mailto:noah@vistaracapital.com)



### John O'Donoghue

DIRECTOR, INVESTMENTS

10+ years in private debt and equity investing, operations and finance roles in the utility sector.

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### Kathleen Kaulins

DIRECTOR, INVESTMENTS

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

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### Neil Kenley

DIRECTOR, INVESTMENTS

10+ years in technology corporate development and strategy, private debt and investment banking.

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## CURRENT PORTFOLIO COMPANIES



VIEW ADDITIONAL COMPANIES  
<https://vistaracapital.com/#portfolio>

## 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

"Without a doubt, the team at Vistara are awesome and I would highly recommend them as a partner. Their insight on financing strategy – when and how to consider equity and debt at different points in our growth cycle – has been invaluable in furthering the development of You.i TV. The ability to access varied types of capital through Vistara and their network is just one of the major benefits of working with them. As a Canadian fund complementing our US investment partners, we couldn't have asked for a better match."

JASON FLICK

CEO, YOU.I LABS

"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

VIEW ADDITIONAL TESTIMONIALS  
<https://vistaracapital.com/#testimonials>