



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 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

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.

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Noah Shipman

PARTNER

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

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John O'Donoghue

DIRECTOR, INVESTMENTS

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

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Kathleen Kaulins

DIRECTOR, INVESTMENTS

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

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Neil Kenley

DIRECTOR, INVESTMENTS

10+ years in tech startups, corporate development, 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

“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

“Without a doubt, Randy and 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

“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>