



# VISTARA GROWTH

Flexible Growth Capital

“VISTARA” (SANSKRIT) = EXPANSION

We enable ambitious technology companies by providing flexible growth capital in the form of



## Growth Debt

- Term Debt
- Standby Facilities
- Convertibles

AND/OR



## Growth Equity

- Minority Investments
- Preferred Equity Structures
- Hybrid Instruments

### TARGET COMPANY PROFILE



#### INVESTMENT FOCUS

Software & Technology Enabled Services



#### GEOGRAPHY

United States & Canada



#### FINANCIAL PROFILE

Scaled or Scaling Past \$10M Revenue, Profitability Not Required



#### INVESTORS

Bootstrapped or VC / PE Backed, Private Or Public

## Why Vistara?



#### TAILORED

We craft combinations of debt and equity to fuel growth while limiting dilution



#### CONNECTED

We are funded by leading technology executives, entrepreneurs and other business builders



#### PATIENT

Our debt structures are effectively “rental equity” with a 3-5 year maturity and interest-only payments



#### SUPPORTIVE

We are a proven growth partner for both equity sponsored and founder-owned companies alike



#### COLLABORATIVE

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



#### RESPONSIVE

We provide quick feedback on pricing and terms with a streamlined and transparent process to close



#### SCALABLE

Our investment can be accessed over time to avoid unnecessary cost and dilution



#### VALUES DRIVEN

We act with integrity and a spirit of enablement for our companies, employees and communities

## Funding Use Cases

\$5M - \$30M INVESTMENTS TO FUND:



#### EXPANSION

Organic growth initiatives



#### LIQUIDITY

Recapitalizations or buyouts of existing shareholders



#### ACQUISITIONS

Standby or committed facilities



#### REFINANCING

Nearing maturity, covenant flexibility, or commencement of amortization



#### RUNWAY EXTENSION

Between rounds, prior to exit or to reach profitability



#### EVOLUTIONS

Services to product driven, perpetual license to SaaS





## Investment Team





**Randy Garg**  

**Founder & Managing Partner**

Seasoned equity and debt investor, board member and advisor to many early and growth stages technology companies. Broad software and tech enabled services expertise.





**Noah Shipman**  

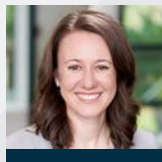
**Partner**



Experienced investor and advisor to growth stage technology and other highly acquisitive companies. Broad software and tech enabled services expertise.



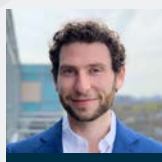
**John O'Donoghue, Principal**  


Engineering and investment background with experience at a sovereign fund and corporate development. Focus areas include cloud/IT software and infrastructure, security and energy tech.



**Kathleen Kaulins, Director**  

Operations and advisory background with experience in investment banking and managing finance, strategy and product functions. Focus areas include healthcare IT, ed tech and HR tech.



**Neil Kenley, Director**  

Partnerships and strategic finance background with experience in corporate development, private debt, and investment banking. Focus areas include fintech, digital commerce and AI/ML.

## Select Portfolio Companies

[EXPLORE MORE PORTFOLIO COMPANIES >>](#)

EXITED



## Testimonials

[READ MORE TESTIMONIALS >>](#)

“As a 5-time founder entrepreneur, I have worked with numerous investors at various stages. Vistara has been especially impressive in their involvement with Kore, initially as a lender and now as an equity partner.

Its critical for founders to partner with investors that have had experience not only in good times, but ones that can deal with bumps in the road and help make important decisions in the best interests of the company. I look forward to a continued long term highly productive relationship with the team at Vistara as we execute on our ambitious growth objectives.”

**RAJ KONERU** FOUNDER & CEO, KORE.AI

“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** CO-FOUNDER & CEO, YOU.I TV (Acquired by WarnerMedia – 2020)

“Vistara has been a very helpful and collaborative investor and partner over a number of years, and has been an insightful contributor to the executive team and Board. Zafin has used capital provided by Vistara in order to accomplish goals at different points in our growth cycle.

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** CO-FOUNDER & CEO, ZAFIN

“We bootstrapped InvestEdge from an idea to servicing over \$1 trillion in assets in 17 years. We considered traditional equity financing but instead chose Vistara as our first external investor. They created a tailored solution for our capital requirements without creating complex 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** CO-FOUNDER & CEO, INVESTEDGE (Exited – 2020)

