



VISTARA GROWTH

Flexible Growth Capital

"VISTARA" (SANSKRIT) = EXPANSION

Vistara provides flexible growth capital to mid-to-late stage technology companies across Canada and the United States



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



PATIENT

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



COLLABORATIVE

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



SCALABLE

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



CONNECTED

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



SUPPORTIVE

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



RESPONSIVE

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



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

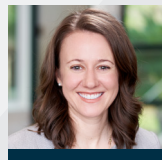
Experienced investor and advisor to growth stage technology and other highly acquisitive companies. Broad software and tech enabled services expertise.



John O'Donoghue, Principal



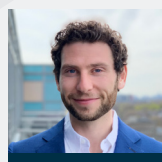
Engineering and investment background with experience at a sovereign fund and corporate development. Focus areas include cloud/IT software and infrastructure, security and energy tech.



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)

