

GlassRatner Services

CAPITAL MARKETS & REFINANCE



GlassRatner's Capital Market & Refinance Services are structured to provide its clients with the best possible financing solutions based on their needs and circumstances. Our services may benefit both healthy companies looking to improve current pricing and terms as well as financially stressed companies that need to move to another financial institution or modify its capital structure while it stabilizes its operations. Regardless of the motivation or circumstances, GlassRatner has successfully facilitated the refinancing of countless companies in a variety of industries in all stages of their life cycle.

Over the years, we have built relationships with financial institutions while acting as both financial advisor for their borrowers and the institutions themselves. By working for both borrowers and capital providers, we have developed an in-depth understanding of the business financing processes and the various business profiles relevant to different capital sources. Additionally, our reputation of sophisticated and detailed analysis adds confidence to the process making it more efficient and robust.

GlassRatner has successfully worked with clients to secure all types of financing including:

- Senior Debt (e.g. revolvers, term and cash flow loans)
- Subordinated Debt
- Debtor-in-Possession or DIP Financing
- Bankruptcy Exit Financing
- Bridge Financing
- Second Lien Financing
- Mezzanine Debt
- Equity Capital
- Sale/Leaseback Financing
- Asset Based Facilities

WHY GLASSRATNER?	GLASSRATNER ADDED VALUE	INDUSTRY EXPERIENCE
<ul style="list-style-type: none"> Relationships with lenders and other capital sources. First rate reputation and successful track record. Detailed hands-on team. Deep in-house valuation credentials. Extraordinary experience in sophisticated financial analysis including complex cash flow forecasting. Nationwide network and resources. Up-to-date market knowledge on current trends in lending and investing. 	<ul style="list-style-type: none"> We understand cash flow, the source of debt service and repayment. We have a broad network of traditional and non-traditional financing sources from which to raise capital. We operate a focused process to match our client's needs to the right capital provider's criteria. We will prepare a relevant financing memorandum to pin-point issues of concern to a capital provider e.g. the history, the future, projections, key performance ratios, leverage, debt service capability and why a transaction will be successful. 	<p>GlassRatner experience covers a broad base of industries:</p> <ul style="list-style-type: none"> Aerospace Agriculture Automotive Consumer Products Distribution Education Energy Entertainment & Media Financial Institution Food & Beverage Government Healthcare International Manufacturing Metals & Mining Oil & Gas Printing Professional Services Real Estate & Hospitality Retail Technology & Telecom Transportation & Logistics

GlassRatner

ABOUT THE FIRM



About GlassRatner

GlassRatner Advisory & Capital Group LLC

("GlassRatner") is a national multi-office specialty financial advisory services firm providing solutions to complex business problems and Board level agenda items. The Firm applies a unique mix of skill sets and experience to address matters of the utmost importance to an enterprise such as managing through a **business crisis or bankruptcy**, planning and executing a major **acquisition or divestiture**, pursuing a **fraud investigation or corporate litigation**, and other top level non-typical business challenges. GlassRatner has a national reputation in the area of Bankruptcy and Restructuring Advisory Services and Forensic Accounting and Litigation Support Services.

About B. Riley Financial

GlassRatner is excited to be a part of the **B. Riley Financial** ("B. Riley") family. B. Riley provides collaborative financial services and solutions tailored to fit the capital raising and financial advisory needs of public and private companies and high net worth individuals. The company operates through several wholly-owned subsidiaries, including B. Riley FBR, a full-service investment bank and institutional brokerage; Great American Group, a leading provider of asset disposition, appraisal, corporate advisory and valuation services; GlassRatner, a specialty financial advisory services and consulting firm; B. Riley Wealth Management, B. Riley Asset Management and B. Riley Alternatives, which offer investment management to institutional and high net worth investors; Great American Capital Partners, which originates and underwrites senior secured loans for asset-rich companies; and B. Riley Principal Investments, which invests in or acquires companies and assets with attractive return profiles.

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