



# Company Overview

## Description of Business Model

Calton Hill Capital Markets, LLC is a privately held company with a focus in the development and acquisition of businesses primarily in recession-resistant markets such as energy and water infrastructure, transportation infrastructure, medical technology and services, and defense technology. Development targets must meet social, environmental, economic, and market penetration prerequisites for consideration by CHCM. The invariable objective of CHCM is a portfolio of durable cash flow.

Social considerations include a modest reinvestment of resources (capital equipment, services, or EBITDA) in the public benefit. Environmental considerations include the development of technologies that maximize efficiency of existing fossil fuels, produce and utilize alternative bio fuel sources and derivatives, or minimize / eliminate soil, water, and air contaminants. Economic considerations include the development of technologies or business services in recession-resistant markets. These market segments produce essential services that are least likely to be affected by the budgetary constraints of national governments, municipalities, or private consumers. Financial projections must indicate significant opportunities for cash flow, internal rate of return, and return on equity. Market penetration considerations include opportunities for extensive saturation of unserved or underserved markets which must be confirmed by comprehensive feasibility data.

## Description of Business Units

### Funding & Acquisitions

The Funding & Acquisitions unit is responsible for the identification of new market opportunities, acquisition of required technology, and funding of business ventures. Conditional commitments to purchase products and/or services are obtained from the end-user where necessary.

### Planning & Implementation

The Planning & Implementation unit is responsible for the planning of new business infrastructure, consummation of all associated legal entities and collaborative partnerships, and implementation of the business infrastructure. All correlating supply-chains are enhanced to improve efficiency.

### Integrated Services

The Integrated Services unit is responsible for the execution and management of the business infrastructure and business development activities. Members of the team will serve in key management positions until mobilization is complete, operations are established, and key performance goals and objectives have been accomplished.

### Business Advisory

The Business Advisory unit provides long-term support to established businesses. In addition, the Business Advisory unit provides consultation to external clients in the areas of Mergers & Acquisitions, Restructured Financing Arrangements, Business Turnaround Efforts, Strategic Planning & Implementation, Supply Chain Management & Integration, Business Development, and Government Relations.



# Company Overview

## Applied Expertise

Calton Hill Capital Markets utilizes a diverse range of experience with all operating components in a wide variety of business structures to meet the demands of business development and advisory initiatives. Because of this experience and expanded participation, the partners of Calton Hill are able to ensure the prudent management of operating activities and subsequent achievement of both operational and financial goals and objectives.

Partners of Calton Hill Capital Markets are highly skilled and accomplished in strategic business initiatives such as Capital Raise, Structured Financing, Mergers & Acquisitions (domestic & international), Restructured Financing Arrangements (i.e. borrowing base covenants), Business Turnaround, Strategic Planning & Implementation, Supply Chain Integration, Business Development, Government Relations, and Global Enterprise.

Partners of Calton Hill Capital Markets have considerable experience in the development and implementation of critical-path business systems and processes such as Manufacturing Resource Planning, Enterprise Resource Planning, Customer Relationship Management, Automated Manufacturing Systems, Sales Forecasting, Just-in-Time, Pull / Kanban Systems (Automated & Manual), Lean Manufacturing, Warehouse / Inventory Design & Control, Inventory Valuation, Duty Drawback, NAFTA & Customs Compliance, FAR / FAA Regulations, ISO9002 & QS9000 Quality Systems, Six Sigma Methodology, and Total Quality Management.

In the complex operating environments of today's businesses, a fully integrated and efficient IT Platform is a key component in achieving operating goals and objectives. The partners of Calton Hill Capital Markets have extensive experience in the development and implementation of integrated business operating systems, databases, and software solutions such as SAP, Epicor, Global Shop, Consoma, Microsoft Dynamics, and Visibility.

## Experience – Private Sector Finance & Consulting

Partners and associates of Calton Hill Capital Markets have managed the operating interests of marquee financial and consulting institutions such as Morgan Stanley, Salomon Smith Barney, Price Waterhouse Coopers, and UBS.

## Experience – Private Sector Industrial & Technology

Partners and associates of Calton Hill Capital Markets have managed the operating interests of notable industrial and technology establishments such as General Electric, IBM, Siemens, and AT&T.

## Experience – Public Service & Affiliations

Calton Hill Capital Markets, LLC is a member of the National Association for Business Economics, International Business, Economics, and Finance Association, National Association of Certified Valuators and Analysts, and Texas Economic Development Council. Members of CHCM have served on the Technology Cluster Council, Healthcare Business Development Committee, Medical, Biotechnology, & Nanotechnology Cluster Council, and International Business Issues Committee for the Greater Houston Partnership. CHCM is also a public policy advocate at federal, state, and local levels of government and served on the Federal Relations Committee and Healthcare Emerging Issues Committee as well as committees for Transportation and Infrastructure with the GHP. CHCM is a Dunn & Bradstreet registered company.



# Company Overview

During the past 20 years, a Principal of CHCM has served in the administration of the President of the United States, the administration of the Florida State Governor, and as a graduate member of Leadership Florida. Service on government advisory boards includes the U.S. Department of Treasury Community Development Advisory Board, U.S. Small Business Administration Regulatory Fairness Board, and the Florida A&M University Institute on Urban Policy and Commerce.

Members have also served as founding and managing partners of state-subsidized economic development and venture capital funds in New York and Texas. Military service of Calton Hill Capital Markets partners includes the U.S. Marine Corps, U.S. Air Force, U.S. Navy, and South African Army.

## Education

As everyone knows, education is a fundamental platform for the development of analytical thinking and complex problem solving skills. Adequate training and the successful translation of those skills in the marketplace are considered a critical-path requirement for any consideration of membership with Calton Hill Capital Markets. Collective partners and associates have earned undergraduate degrees, advanced degrees, or professional certifications from Harvard, Penn (Wharton), University of Miami, Baylor, Cornell, University of Texas, Johns Hopkins, Vanderbilt, New York University, and Stellenbosch (South Africa). Additionally, partners and associates have completed research or are pursuing additional degrees at Yale, The London School of Economics and Political Science, and University of Houston.

## Professional Development

In addition to the base of knowledge acquired at various prestigious universities, Partners of Calton Hill Capital Markets bring an array of acute skills to the organization enhanced by continuous professional development, certifications, and licenses. CHCM Partners have obtained certifications in Structured Finance, Strategic Planning, Top Management, Project Management, Advanced Planning Systems, Lean Manufacturing Design & Control, Total Quality Management, Six Sigma, Production & Inventory Management, ISO9002 Auditor, QS9000 Auditor, Toyota Production System, and Kaizen Management. Partners of Calton Hill have also held Series 7, 6, and 63 securities licenses with various registered financial institutions.

## Summary

During the last 22 years, CHCM partners and associates have earned over 30 Board of Director seats throughout the public and private sector. Members of CHCM have participated in over \$3B USD in M&A, \$380M USD in restructured financing initiatives, over \$7B USD in capital raised, over \$70M USD in growth initiatives, and over \$128M USD in bottom line cost reductions. In summary, the partners and associates of Calton Hill Capital Markets possess the experience, credibility, and affiliations to acquire, develop, and support competitive business structures. The synergies created between former and existing participants, business affiliations, collaborative partnerships, and legislative alliances generate an immediate business development resource for ventures.

Please contact us directly with any questions at the following:

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