

PACIFIC CAPITAL PARTNERS

CORPORATE OVERVIEW 2023



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THE MATERIAL IN THIS PRESENTATION HAS BEEN PREPARED BY PACIFIC CAPITAL PARTNERS LLC (PCP) AND IS GENERAL BACKGROUND INFORMATION ABOUT PCP'S ACTIVITIES CURRENT AS AT THE DATE OF THIS PRESENTATION. THIS INFORMATION IS GIVEN IN SUMMARY FORM AND DOES NOT PURPORT TO BE COMPLETE. INFORMATION IN THIS PRESENTATION, INCLUDING FORECAST FINANCIAL INFORMATION, SHOULD NOT BE CONSIDERED AS ADVICE OR A RECOMMENDATION TO INVESTORS OR POTENTIAL INVESTORS IN RELATION TO HOLDING, PURCHASING OR SELLING SECURITIES OR OTHER FINANCIAL PRODUCTS OR INSTRUMENTS AND DOES NOT TAKE INTO ACCOUNT YOUR PARTICULAR INVESTMENT OBJECTIVES, FINANCIAL SITUATION OR NEEDS. BEFORE ACTING ON ANY INFORMATION YOU SHOULD CONSIDER THE APPROPRIATENESS OF THE INFORMATION HAVING REGARD TO THESE MATTERS, ANY RELEVANT OFFER DOCUMENT AND IN PARTICULAR, YOU SHOULD SEEK INDEPENDENT FINANCIAL ADVICE. ALL SECURITIES AND FINANCIAL TRANSACTIONS INVOLVE RISKS, WHICH INCLUDE (AMONG OTHERS) THE RISK OF ADVERSE OR UNANTICIPATED MARKET, FINANCIAL OR POLITICAL DEVELOPMENTS AND, IN INTERNATIONAL TRANSACTIONS, CURRENCY RISK. THIS PRESENTATION MAY CONTAIN FORWARD LOOKING STATEMENTS INCLUDING STATEMENTS REGARDING OUR INTENT, BELIEF OR CURRENT EXPECTATIONS WITH RESPECT TO PCP'S BUSINESSES AND OPERATIONS, MARKET CONDITIONS, RESULTS OF OPERATION AND FINANCIAL CONDITION, CAPITAL ADEQUACY, SPECIFIC PROVISIONS AND RISK MANAGEMENT PRACTICES. READERS ARE CAUTIONED NOT TO PLACE UNDUE RELIANCE ON THESE FORWARD-LOOKING STATEMENTS. PCP DOES NOT UNDERTAKE ANY OBLIGATION TO PUBLICLY RELEASE THE RESULT OF ANY REVISIONS TO THESE FORWARD-LOOKING STATEMENTS TO REFLECT EVENTS OR CIRCUMSTANCES AFTER THE DATE HEREOF TO REFLECT THE OCCURRENCE OF UNANTICIPATED EVENTS. WHILE DUE CARE HAS BEEN USED IN THE PREPARATION OF FORECAST INFORMATION, ACTUAL RESULTS MAY VARY IN A MATERIALLY POSITIVE OR NEGATIVE MANNER. FORECASTS AND HYPOTHETICAL EXAMPLES ARE SUBJECT TO UNCERTAINTY AND CONTINGENCIES OUTSIDE PCP'S CONTROL. PAST PERFORMANCE IS NOT A RELIABLE INDICATION OF FUTURE PERFORMANCE.



COMPANY OVERVIEW

Pacific Capital Partners is a full-service real estate investment and capital advisory firm founded in 2015, with a core of business, real estate, and finance professionals whose experience spans over 30 years.

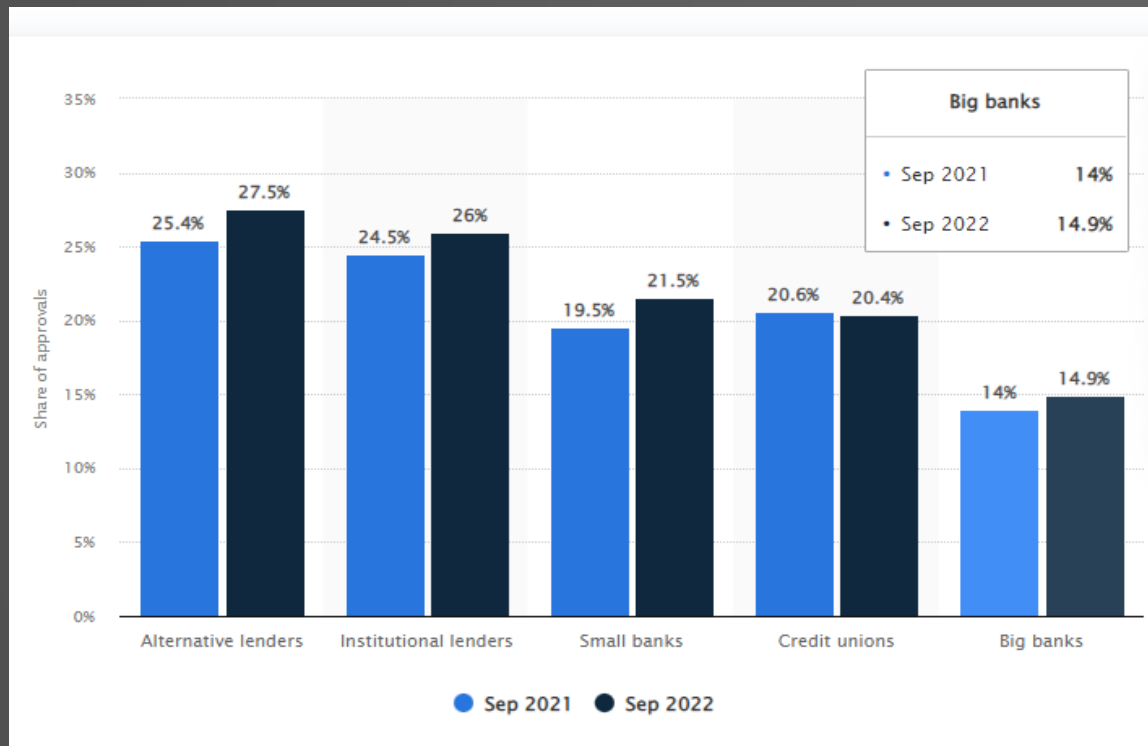
Based in Beverly Hills, CA, with 15 locations serving over a dozen major markets throughout the U.S. and Canada, we've provided sponsors and investors with advisory and placement strategies on hundreds of successful transactions.



THE CHALLENGE OF FINANCING

MANY U.S. BUSINESSES FACE DIFFICULTY SOURCING FINANCING THROUGH CONVENTIONAL CHANNELS.

THE HIGHEST SHARE OF APPROVALS OF LOAN APPLICATIONS FROM SMALL BUSINESSES IN THE UNITED STATES AS OF JUNE 2021 WERE BY ALTERNATIVE LENDERS. THEY APPROVED APPROXIMATELY ONE FOURTH OF THE LOAN APPLICATIONS RECEIVED. INSTITUTIONAL LENDERS FOLLOWED HAD A SIMILAR APPROVAL RATE FOR LOANS TO SMALL BUSINESSES, WHILE BIG BANKS HAD THE LOWEST APPROVAL RATE.





Pacific Capital Partners LLC

Operating Company

Pacific Equity Holdings LLC

Holding Company

Pacific Capital Development Inc.

Construction Co.

Pacific Capital Acquisition LLC

Transaction Shell

Pacific Capital Holdings LLC

Holding Company

Pacific Production Funding

Division of PCP

POZITIV Fund

Investment Fund

Project Fund

Equity Holding Fund

Pacific Capital [Designation] LLC

Single-Asset SPE

Pacific Capital [Designation] LLC

Single-Asset SPE

Pacific Capital [Designation] LLC

Single-Asset SPE

Pac Pro Funding LLC

Subsidiary of PCP

Capital Advisory

Acquisition & Development

Alternative Finance



SENIOR MANAGEMENT



Eric Gottlieb
Senior Managing Director
Asset & Brokerage



John Yarbrough
Executive
Managing Director



Caleb Grodsky
Managing Director
Strategy & Operations



Vijay Chandran
Managing Director
Capital Advisory



Douglas Blair
Managing Director
Acquisition & Development

DIVISIONS

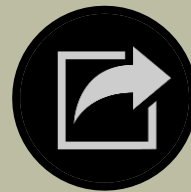
PACIFIC CAPITAL PARTNERS
OPERATING BUSINESS UNITS



CAPITAL ADVISORY



ACQUISITION & DEVELOPMENT



ALTERNATIVE FINANCE



CAPITAL ADVISORY & PLACEMENT

PROJECT ANALYSIS

NEEDS ASSESSMENT



EQUITY PLACEMENT

INVESTMENT CAPITAL SOURCING

CAPITAL STRUCTURING

CAPITAL STACK OPTIMIZATION



DEBT PLACEMENT

LOAN ORIGINATION AND MANAGEMENT

CAPITAL ADVISORY & PLACEMENT

INDUSTRY FOCUS



REAL ESTATE



TECHNOLOGY



CONSUMER PRODUCTS



ENERGY



ACQUISITION & DEVELOPMENT

MULTI-FAMILY RESIDENTIAL



LUXURY RESIDENTIAL (SFR)



ACQUISITION & DEVELOPMENT

STRATEGIES

REDEVELOPMENT

“FIX & FLIP”

STABILIZATION

ACQUIRE-IMPROVE-HOLD

STRATEGIC (3RD PARTY)

ACQUIRE FOR PORTFOLIO

VALUE-ADD STRATEGIC

ACQUIRE-IMPROVE-PORTFOLIO

OPPORTUNISTIC

DISTRESSED ACQUISITION





ALTERNATIVE FINANCE



ENTERTAINMENT

- FILM, TV, VIDEO GAME
- PRODUCTION FINANCE
 - DISTRIBUTION
 - TAX CREDIT
- CONTRACT FINANCE
- WEALTH MANAGEMENT



SPECIALIZED FINANCE

- CONTRACT FINANCE
- FRANCHISE FINANCE
- SMALL BUSINESS SERVICES
- VETERANS SERVICES
- WEALTH MANAGEMENT
- INSURANCE



SPECIAL PROJECTS

- PROPRIETARY PROJECTS
 - REAL ESTATE
 - ENTERTAINMENT
 - SOCIAL MEDIA
- STRATEGIC VENTURES
- SELECT CLIENT INVESTMENTS



ADDITIONAL SERVICES



STRATEGIC ADVISORY

STRATEGIC ALLIANCES AND M&A



CURRENCY MARKETS

CRYPTO, PRECIOUS METALS, FX



ASSET MANAGEMENT

WEALTH MANAGEMENT & INSURANCE



CONSTRUCTION SERVICES

LENDING, DEVELOPMENT, CONSULTING



TRANSACTIONS

A SAMPLING OF REPRESENTATIVE TRANSACTIONS FUNDED THROUGH ENGAGEMENTS WITH PACIFIC CAPITAL PARTNERS



\$(CONFIDENTIAL)

EQUITY PLACEMENT

975-Bed Student
Housing Development
Merced, CA

\$12,500,000

DEBT PLACEMENT

56-Unit Mixed Use
Development
Bellingham, WA

\$16,250,000

DEBT PLACEMENT

195-Bed Senior
Living Facility
Anaheim, CA

\$3,650,000

DEBT REFINANCE

Single Family
Residence
Beverly Hills, CA

Thank you

Thank you for your time and consideration. We look forward to putting our experience, expertise, and unwavering commitment to the highest standard of client satisfaction to work for you. We look forward to a long and prosperous working relationship.

- John Yarbrough
Executive Managing Director



FOR MORE INFORMATION VISIT: WWW.PACIFICCP.COM