

PACIFIC CAPITAL PARTNERS

CORPORATE OVERVIEW



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AGENDA

1

COMPANY

2

MANAGEMENT

3

DIVISIONS

4

SERVICES

5

TRANSACTIONS



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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.

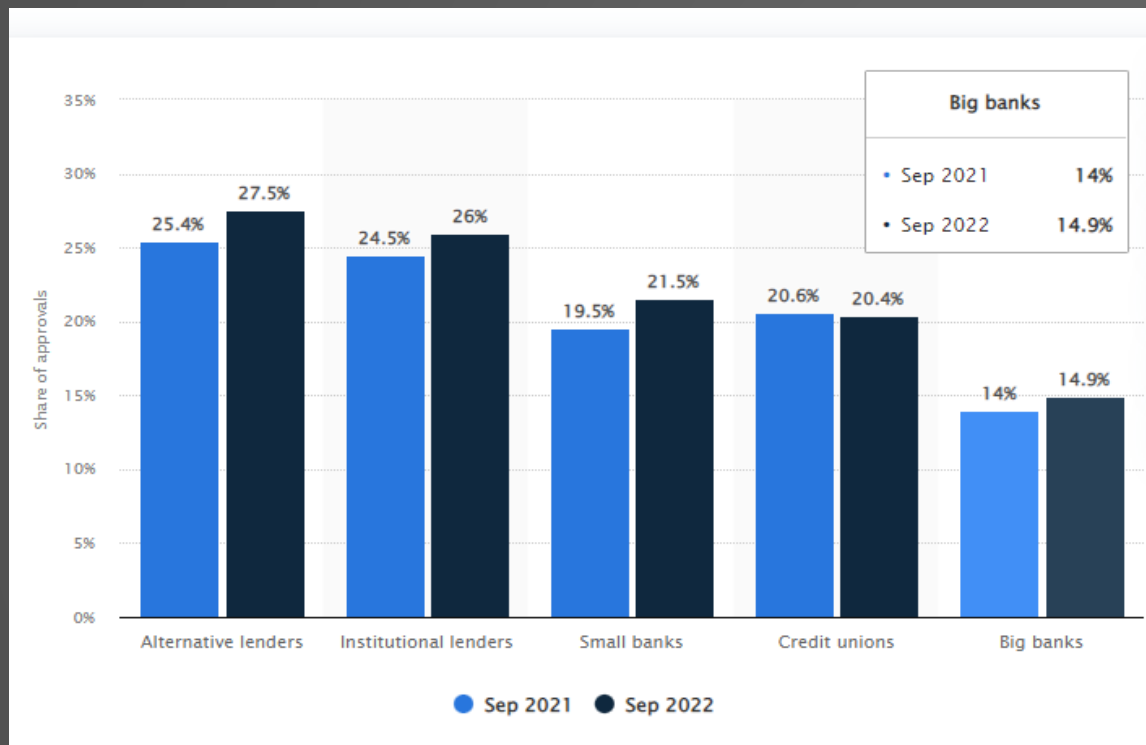
Based in Beverly Hills, CA, with 15 locations serving over a dozen major markets throughout the U.S. and Canada, we've provided sponsors and investors with advisory and placement strategies on over 350 successful transactions.



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

POZITIV Fund

Investment Fund

Client Projects

Equity Shares

Pacific Capital
[Designation] LLC

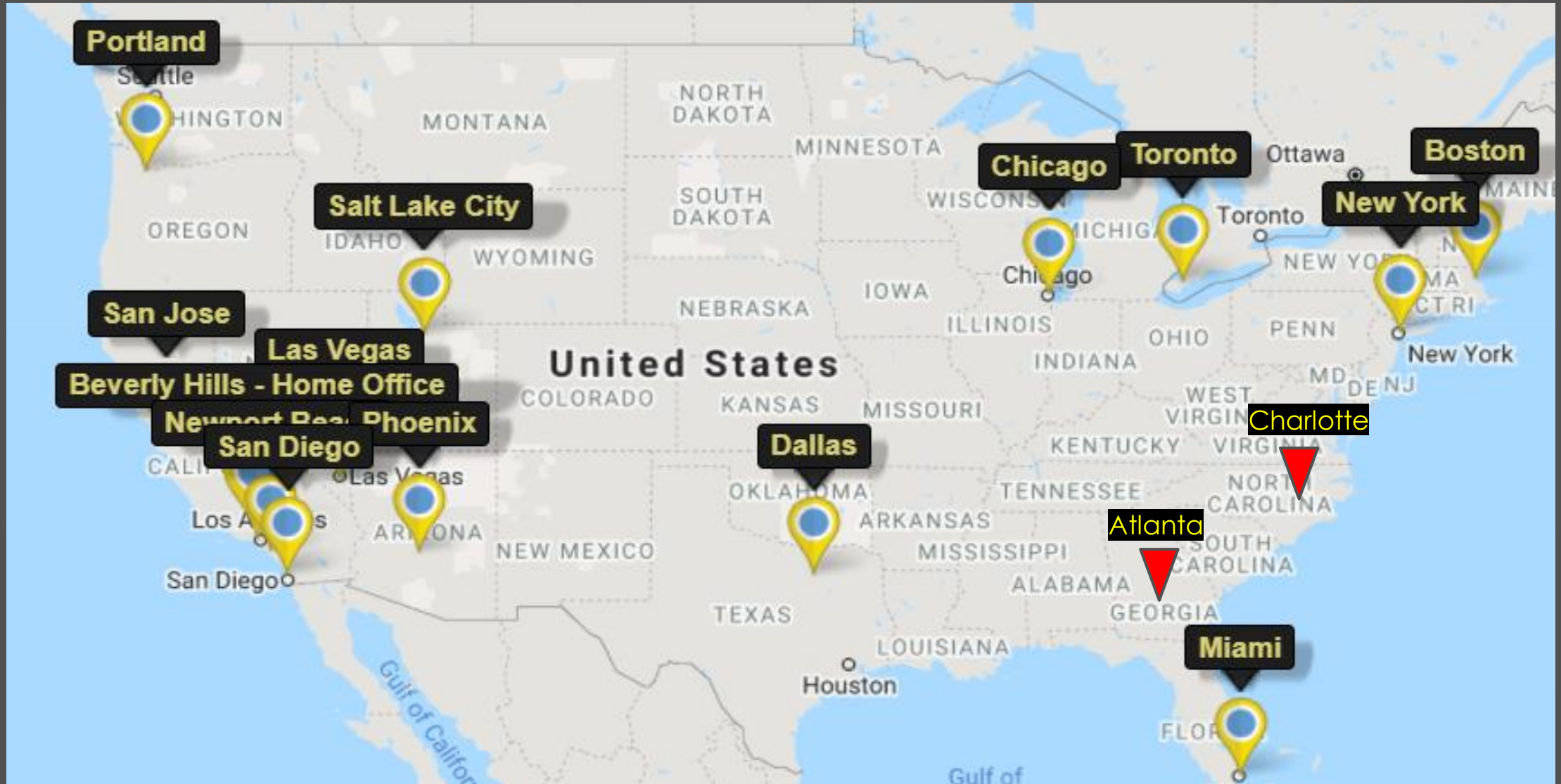
Single Asset SPE

Pacific Capital
[Designation] LLC

Single Asset SPE



NATIONAL FOOTPRINT





SENIOR MANAGEMENT



Eric Gottlieb
Managing Director
Acquisition & Development



John Yarbrough
Executive
Managing Director



Dominick Sarno
Managing Director
Capital Advisory



Caleb Grodsky
Managing Director
Strategy & Operations



Arman Tabatabaei
Managing Director
Alternative Finance





MANAGEMENT



Scott Morgan
National Director
Entertainment Finance



Leland Adams
National Director
Sports Finance



Jonathan Martinez
National Director
Development



Gregory Nguyen
National Director
Currency Markets



Chris Gallant
National Director
Canadian Operations



Curb Gardner
National Director
Design & Architecture

DIVISIONS

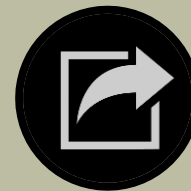
PACIFIC CAPITAL PARTNERS
OPERATING BUSINESS UNITS



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



SMALL BUSINESS



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



MEDIA/ENTERTAINMENT

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



SPORTS

- FRANCHISE FINANCE
- CONTRACT FINANCE
- SPONSORSHIP FINANCE
- BUSINESS FINANCE
- WEALTH MANAGEMENT
- INSURANCE



AGRICULTURE

- REAL ESTATE FINANCE
 - ACQUISITION
 - DEVELOPMENT
 - CAP-EX
- MERGERS & ACQUISITIONS
- OPERATING/CASH SERVICES



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