



**ECS Debt Advisory is the premier lower-middle market boutique debt advisory firm for Private Equity backed companies; we source, structure, negotiate, and close \$500MM+ annually in debt financings.**



**30 YEARS EXPERIENCE**  
Pete Connoy



**20 YEARS EXPERIENCE**  
Jenna Marinc



**20 YEARS EXPERIENCE**  
Keith Vogelgesang



**40 YEARS EXPERIENCE**  
Steven Seach



**5 YEARS EXPERIENCE**  
Juan Paulo Espallardo

**ECS CLIENT PROFILE**

\$8MM-\$50MM EBITDA, EV multiple generally greater than 7x

\$25MM-\$200MM Debt

- >2x Debt-to-EBITDA Leverage
- Stable and Growing Performance



- ✓ **100% close rate on over \$3 Billion in financings**
- ✓ **Avg Financing size: \$70MM Debt, \$17MM EBITDA**
- ✓ **Market-leading operating flexibility and lower costs**
- ✓ **Our compensation is 100% success-based**
- ✓ **ECS's 10 Year Anniversary was February 2024**

# Private Equity Client Testimonials



MAIN POST  
PARTNERS

**Aaron Garcia**  
Partner

“ We have been collaborating with ECS Debt Advisory for over six years now. ECS earns its reputation as a trusted partner with each financing. We appreciate them, our lenders respect them, and our portfolio companies’ management teams enjoy having ECS’s corporate finance team serving them. Everybody wins. ”



**Doc Sangani**  
Chairman

“ Our introduction to the ECS team this year marked a turning point in our capital formation strategy. ECS utilized its superior knowledge of the debt capital markets to source unique financing we had previously never utilized and closed on a facility in record time, accelerating our ability to hit our growth plans. Working with ECS has provided our team with a unique competitive advantage in an otherwise challenging financing environment. ”



**Daniel Flesh**  
Partner

“ On our lower middle market financings, we have collaborated with ECS Debt Advisory for several years. ECS’ reputation, relationships, and execution capabilities expand our reach as we think through our optimal financing solutions. ”



**Joe Aragona**  
General Partner

“ The ECS value proposition is squarely focused on delivering a superior debt financing not readily available to most borrowers. Our portfolio company realized a transformative financing few thought possible and importantly, the transaction offered us significant tactical flexibility to optimize growth and execute against strategic opportunities. From start to finish, the ECS process was handled with great precision, integrity and flawless execution. ”



**Paul Rivenburgh**  
Director

“ Historically, we executed our financings internally. However, given the short timeline, and choppy financing markets, we partnered with ECS Debt Advisory, which empowered us to focus on high-value strategy and critical operational initiatives. The attractive financing was a great outcome for our portfolio company and us. ”



**Carter Harned**  
Partner

“ We have historically completed our financings internally; but chose in this case to partner with ECS so we could allocate our resources to high value strategy and operational initiatives. The financing was a great outcome for us and our portfolio company. ECS has closed billions in financings, and we benefited from their “significant purchasing power” through their long-term house lending relationships. ”