

Middle Market Corporate

Commercial Real Estate

“NewStar’s responsiveness, creativity and knowledge of the media sector made them an excellent partner in this transaction.”

Pat Brubaker
General Partner
AltaCommunications

“We solicited proposals from several lenders; many of them were ultimately unable to put forth a thoughtful, viable deal. NewStar distinguished themselves by structuring a creative financing solution that worked best for us.”

Michael Eisenson
Chief Executive Officer
Charlesbank Partners

Transaction Types

- Acquisitions
- Consolidations
- Corporate Growth
- Debtor-in-Possession
- Leveraged Buyouts
- Recapitalizations
- Refinancings

Borrower Size

- \$5–\$100 million in EBITDA

Loan Size

- \$5–\$150 million, with hold sizes of \$5–\$35 million and underwriting up to \$75 million

Products

- Revolvers and Term Loans
- Stretch Senior Loans
- Second Lien Transactions
- Mezzanine Debt
- Asset Based Loans/ DIP Financing

Target Industries

- Business Services Companies
- Consumer Products
- Environmental Companies
- General Industrial Manufacturers
- Healthcare Companies
- Media Companies
- Restaurants
- Retailers
- Transportation Companies
- Value-Added Distributors

Transaction Types

- Acquisition Loans
- Property Refinancings
- Project and Portfolio Recapitalizations
- Loan Co-Origination Programs
- B-Notes
- High Yield CMBS

Loan Size

- \$5–\$150 million, with hold sizes of \$5–\$35 million

Products

- Senior Secured Debt
- Subordinated Secured Debt
- Mezzanine Debt

Property Types

- Office
- Multifamily
- Retail
- Industrial/Warehouse
- Other

“This deal is a perfect example of the value NewStar brings to the market. They had the capital, the in-house expertise and flexibility to make this deal work.”


Bob Clifford
Principal
Goedecke & Co.

“NewStar Financial’s CRE group fills a great niche in the debt capital markets. They focus on real estate fundamentals to make well-structured loans to support value-added real estate investors.”

David Aaronson
Principal
Live Oak Capital




Gainesville, FL
\$50,000,000
Senior Secured Credit Facilities
Lead Arranger
CLARITY PARTNERSHIP
zeinickmedia
2005



Del Mar, CA
\$15,500,000
Senior Secured Credit Facilities
Lead Senior Lender
Red Diamond Capital
2005



Sacramento, CA
\$100,000,000
Senior Secured Credit Facilities
Joint Lead Arranger
Syndication Agent
Alta Communications
PROVIDENCE EQUITY
2005



The Boulders
Brockton, MA
\$14,195,000
Acquisition & Condominium Conversion
Sole Lender
Exclusive Agent for Borrower
Goedecke & Co., LLC
2005

GRIFFITH PROPERTIES
Myles Standish
Taunton, MA
\$6,850,000
Acquisition and Property Stabilizing Financing
Sole Lender
Exclusive Agent for Borrower
Goedecke & Co., LLC
2005



Arundel Apartments
Wilmington, DE
\$12,655,000
Acquisition and Renovation Facility
Sole Lender
Exclusive Agent for Borrower
CAREY, KRAMER, PETTIT, PANICHELLI & ASSOCIATES, INC.
2005




Cleveland, OH
\$23,000,000
Second Lien Term Loan
Lead Arranger
Connell Limited Partnership
2005



Old Greenwich, CT
\$12,500,000
Senior Secured Credit Facilities
Sole Lender
CLEARVIEW CAPITAL
2005




Pensacola, FL
\$11,500,000
Senior Secured Credit Facilities
Sole Lender
HAMPSHIRE EQUITY PARTNERS
2005



Franklin Lofts, LP
Houston, TX
\$13,325,000
Interim Financing Facility
Sole Lender
2005



Oregon Place Apartments
Dayton, OH
\$8,750,000
Renovation and Conversion Financing
Sole Lender
2005



Westowne Center
West Des Moines, IA
\$14,000,000
Acquisition and Property Stabilization Financing
Sole Lender
Exclusive Agent for Borrower
LIVE OAK CAPITAL, LTD.
Commercial Finance and Advisory Services
2005

Structured Products / Securitization



"The growth of all of our business lines will be further enhanced as a result of the new facility."

Gary Silverhardt
President
Equilease Financial Services

"This is our second transaction with NewStar. We are happy to expand our relationship with a firm that is flexible and creative in its ability to solve novel financing opportunities."

Bob Wegner
Chief Financial Officer
Bayview Financial

Contact
Buck Burnaman: 203.716.8402

Transaction Types

- Public and Private Securities
- Warehousing or Amortizing Note Structures
- Loans

Loan Size

- \$5–\$150 million, with hold sizes of \$5–\$35 million

Products

- Subordinate, Mezzanine, and Senior Tranches
- Whole Business Securitization
- Warehouse Lines

Target Asset Types

- Auto
- CLOs/CDOs
- Commercial Loans
- Commercial Mortgage Backed Securities
- Consumer Loans
- Contracts
- Credit Card Receivables
- Equipment
- Future Flows
- HELOCs
- Intellectual Property
- Timeshare

Dupree, SD
\$9,000,000
Structured Subordinated Loan
Sole Lender
2005

Norwalk, CT
\$100,000,000
Middle Ticket Leases Securitization
Subordinated Warehouse Lender
2005

CHARMING SHOPPES, INC.
Bensalem, PA
\$100,000,000
Private Label Credit Cards Securitization
Class D Sole Purchaser
2004

Strong Capital Funding
Dallas, TX
\$5,000,000
Asset-Backed Note
Sole Lender
2004

Coral Gables, FL
\$35,000,000
Warehouse Facility
Sole Lender
2005

New York, NY
\$25,000,000
Subordinated Loan
Sole Lender
2005

Our Competitive Difference – Your Advantage

NewStar Financial, Inc. is a nationally focused commercial finance company with approximately \$3 billion in lending capacity.

We provide customized financing solutions to mid-sized borrowers through three nationally-focused lending groups: Middle Market Corporate, Commercial Real Estate, and Structured Products.

Our banking and capital market expertise, industry relationships, substantial capital base and efficient approval process make us the ideal fit for mid-sized borrowers.

Extensive Experience

Our management team comprises highly-regarded industry veterans from leading financial institutions including Fleet, Citigroup and JP Morgan. Our senior management team averages over 20 years of experience in structuring multifaceted, sophisticated financing solutions which may now be leveraged on behalf of mid-sized borrowers.

Strong Sponsorship

We are backed by an equally strong team of financial partners. NewStar has access to over \$460 million of committed capital, in addition to extensive bank and capital markets funding. Our financial partners include, among others:

Capital Z Partners
Och-Ziff Capital Management
Wachovia Capital Markets
IXIS Capital Markets

JP Morgan Corsair Capital Partners
Caisse de dépôt et placement du Québec
Citigroup
Shawmut Capital Partners

Financing Products

We provide facilities from \$10–\$150 million for customers with EBITDA as low as \$5 million. We typically hold from \$5–\$35 million of each transaction.

Middle Market Corporate

- Revolvers and Term Loans
- Stretch Senior Loans
- Second Lien Debt
- Mezzanine Debt
- Asset-Based Facilities

Commercial Real Estate

- First Mortgages
- Second Mortgages/B-Notes
- Mezzanine Debt
- CMBS

Structured Products

- Direct Loans
- Non-Certificated Notes
- Subordinated Asset-Backed Securities

Management Team

Timothy J. Conway
CEO and Director

Peter A. Schmidt-Fellner
Chief Investment Officer

J. Daniel Adkinson
Commercial Real Estate

John K. Bray
Chief Financial Officer

Phillip R. Burnaman II
Structured Products

Robert T. Clemmens
Chief Credit Officer

David R. Dobies
Middle Market

John J. Frishkopf
Asset Management and Capital Markets

William G. Mallon
Chief Credit Officer

R. Scott Poirier
Sales and Trading

Timothy C. Shoyer
Middle Market

Bharath T. Srikrishnan
Corporate Strategy and Development

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