

BRINGING CREDIT SEARCH TO THE 21st CENTURY

Rarely do CEOs & CFOs have time to call more than 5 or 6 lenders individually. Even worse, since they are only sourcing loans once every two or three years, they are disadvantaged by having outdated information on the private debt markets. Lenders have traditionally had a stronger position in the negotiation, but Cerebro now provides borrowers with a data-driven strategy & expert team, evening the playing field. And lenders are incentivized to bid more competitively through the platform in order to receive more deals in the future, thereby, benefiting borrower whose deals flow through Cerebro.



THE OLD WAY

Limited lender contacts

Redundant & time-consuming lender calls

Bandwidth constraints on borrower C-suite

Lack of market data & insights into lender underwriting criteria

THE CEREBRO WAY

650+ Diverse lender network

Matching algorithms & pre-qualification of lender appetite

Expert transactions team well versed in debt financings

Leverage market data & competitive pressure to deliver the best deal

COMMERCIAL BANKS
VENTURE DEBT
ASSET BASED
MEZZANINE FUNDS
SBIGS & BDCS
NON-BANK LENDERS

Incentivized to close the best deal.



Looking back, we really hired Cerebro for identifying a cohort of lenders and handling early introductions, but because they excelled at deal organization and expertise in complex deal structures for multiple transactions, they've become my single point of contact for sourcing debt. - Outsourced CFO of Middle Market Company



MATTHEW BJONERUD
Founder & CEO

Mr. Bjonerud founded Cerebro Capital in 2017 and raised its first round of capital from Sterling Partners in early 2018. He has broad experience across many areas of corporate finance especially across debt and equity transactions. Most recently, with Laureate Education—a multi-billion dollar company with operations across 25 countries. Mr. Bjonerud worked as part of the corporate finance team that ushered the company through \$3.5 billion of transactions including Laureate’s IPO—the world’s first Public Benefit Corporation IPO. Prior to Laureate, Mr. Bjonerud was a Vice President within the PNC Corporate Banking Group. He was responsible for growth and management of large-scale corporate and public finance portfolios. He is a graduate of Georgetown University McDonough School of Business.



ALLAN SMALLWOOD,
CFA
Sr. Director, Capital
Markets

Mr. Smallwood lead's Cerebro's transactions team and has over 19 years of capital markets experience as both an advisor and investment professional. He began his career as a member of Bank of America Merrill Lynch’s Global Corporate and Investment Bank, focusing on global loan portfolio management and debt capital markets advisory. In addition, he has worked on behalf of institutional fixed income clients in roles for both PIMCO and Highland Capital Management. Mr. Smallwood has extensive knowledge of alternative capital markets, including private debt, mezzanine and equity capital structuring. He holds an undergraduate degree from Miami University and a Masters of Business Administration from The Fuqua School of Business at Duke University. Additionally, Mr. Smallwood is a CFA Charterholder.

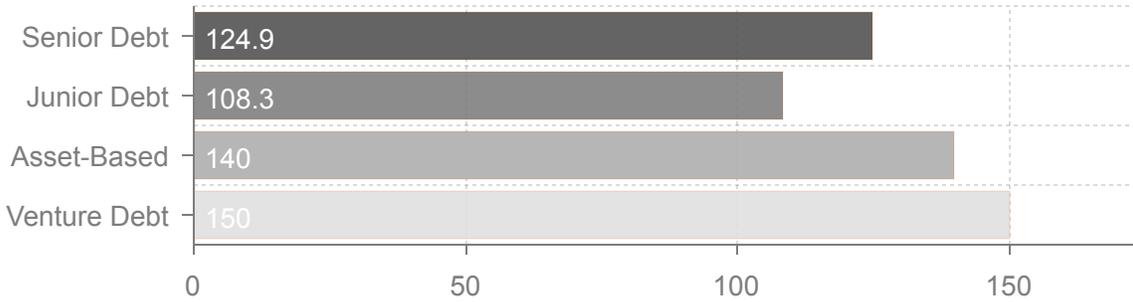
INVESTORS



LEVERAGING COMPETITIVE PRESSURE

Leveraging the competitive pressure from multiple lenders and term sheets, Credit Explorer users enjoy the most competitive terms in the market. The below data illustrates how Cerebro helps to materially improve the debt financing terms for its clients.

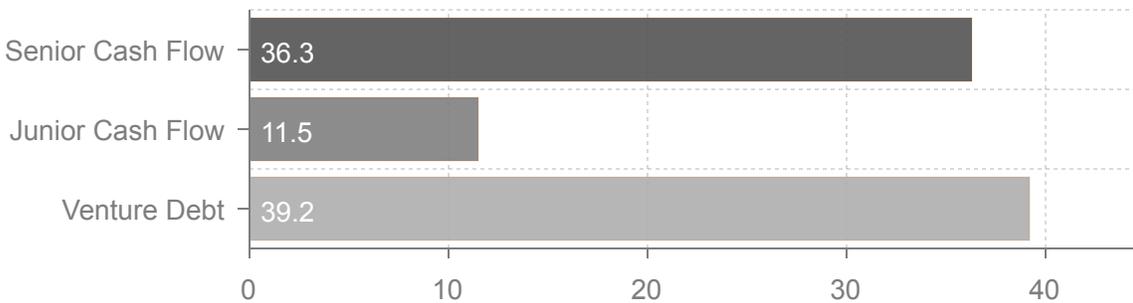
Commitment Amount - % Increase



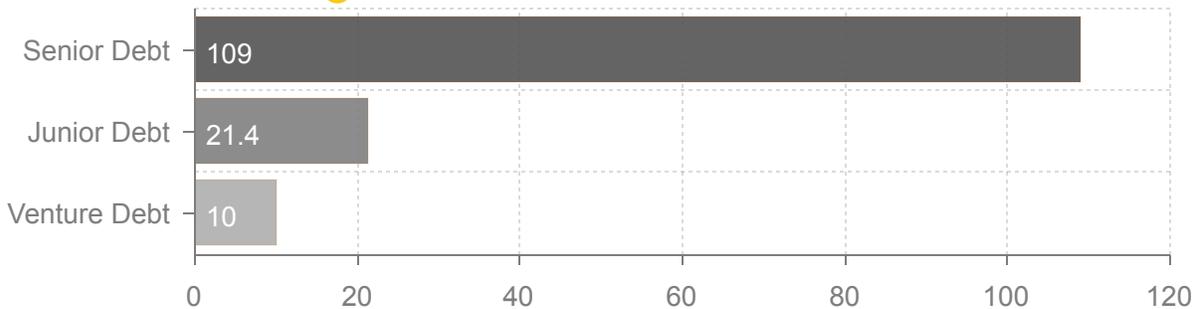
ON AVERAGE



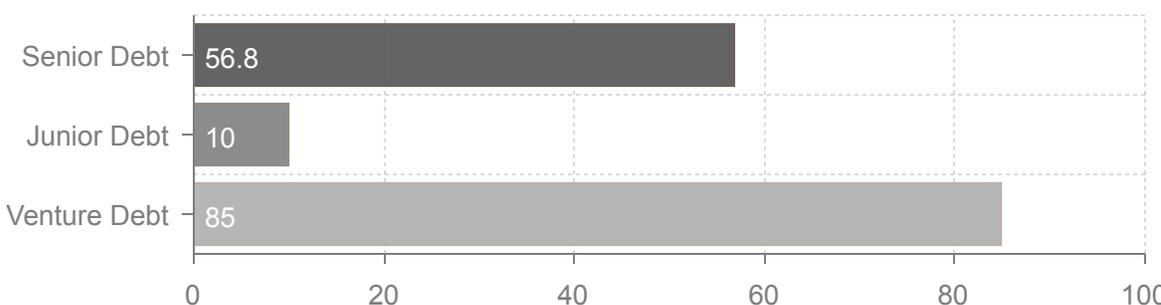
Interest Rate Savings- % Reduction



Loan Term Length- % Increase



Commitment Fee Savings- % Decrease



*Data compiled across all debt transactions utilizing the Cerebro platform from 4Q2017 - 3Q2019.

OUR SERVICES

In addition to our innovative software and market data, Cerebro offers superior customer service with transactions team members all having a minimum of 15 years of experience in debt transactions. Traditionally borrowers have been disadvantaged in lack of market insights around private debt transactions. Now they can be empowered with Cerebro's expert team, which has run hundreds of millions of dollars in debt financing.

Lender Qualification

- After lenders are matched via our algorithms, each will receive a non-identifiable teaser email from our transaction team
- Transaction team members will field positive responses, answer preliminary questions and further qualify their appetite

Review of Data Room Materials

- Cerebro will provide a list of materials lenders will need to review in the data room
- Transactions team members will review the files including the financial models to ensure they align with the proper narrative

Lender Recording

- Cerebro will provide talking points and an agenda for a presentation
- During the recording, the team will prompt the borrower with questions and talking points to ensure they are highlighting everything properly
- Cerebro will handle all logistics for the audio and/or screen share presentation. They will convert the files to multiple formats for lenders' easy access via the data room

Weekly Status Updates

- Borrower will receive weekly email updates on lender status
- Transaction team members will schedule a standing weekly conference call based on the borrower's availability to review early stage progress, lender insights, and strategy

Competitive Pressure & Market Intelligence

- The best term sheets arise from a systematic competitive market place
- Cerebro offers the most transparent process for lenders who feel they have a real chance of winning the deal and an even better chance of receiving future deals through the platform
- Cerebro's team speaks the lenders' language so they know how to push their credit committees to benefit the borrower's ultimate goal of securing the best lending partner