



Aviara Partners Overview

Private Capital Market Solutions

Q4-2025

Aviara Partners (“Aviara”) is a differentiated platform providing customized, proven advisory and tailored capital raising solutions for both independent sponsors and funded sponsors

We Specialize in:

- Flexible capital solutions (common equity, preferred equity, and debt) maximizing sponsor economics
- Navigating complex transactions, optimizing marketing processes, and enhancing deal positioning
- Customized marketing and bespoke outreach are interwoven into Aviara’s ethos

2,000+

Family office, multi-family office, asset manager and institutional investor relationships globally

\$2.0B+

Aviara’s founders have executed on \$2.0B+ of direct/co-investment transactions¹

Aviara Partners targets, qualifies, and catalyzes investor interest – enabling us to close capital in ~60 days

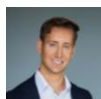
Representative Independent Sponsor Capital Raises¹

<p>\$50,000,000</p> <p>Multi-brand franchisor in early childhood education & enrichment</p> <p>Exclusive Placement Agent</p> <p>December 2025</p>	<p>\$90,000,000</p> <p>Leading provider of experiential marketing services</p> <p>Exclusive Placement Agent</p> <p>September 2025</p>	<p>\$25,000,000</p> <p>Category-leading 3D SaaS and digital assets platform</p> <p>Exclusive Placement Agent</p> <p>August 2025</p>	<p>\$35,000,000</p> <p>Premier fast-casual burger brand franchise roll-up</p> <p>Exclusive Placement Agent</p> <p>July 2025</p>	<p>\$65,000,000</p> <p>Leading provider of licensed consumer drinkware</p> <p>Exclusive Placement Agent</p> <p>June 2025</p>	<p>\$25,000,000</p> <p>Leading residential re-roof and repair (“R&R”) contractor</p> <p>Exclusive Placement Agent</p> <p>May 2025</p>
<p>\$55,000,000</p> <p>Leading wholesaler distributor of premium, fresh-cut flowers</p> <p>Exclusive Placement Agent</p> <p>April 2025</p>	<p>\$50,000,000</p> <p>Inspection, installation, MRO pipeline services in Western US</p> <p>Exclusive Placement Agent</p> <p>February 2025</p>	<p>\$20,000,000</p> <p>CPA finance and accounting services buy-and-build</p> <p>Exclusive Placement Agent</p> <p>October 2024</p>	<p>\$55,000,000</p> <p>Tech-enabled staffing solutions and specialty consulting services</p> <p>Exclusive Placement Agent</p> <p>October 2024</p>	<p>\$225,000,000</p> <p>MRO service provider on mission-critical industrial equipment</p> <p>Exclusive Placement Agent</p> <p>June 2024</p>	<p>\$390,000,000</p> <p>Manufacturer of ground control and safety products for mining</p> <p>Exclusive Placement Agent</p> <p>June 2024</p>

Introduction to the Team



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Nathan Yeo
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- 25+ years of private equity transaction experience
- BS, U.S. Naval Academy
- MBA from Yale University
- peter@aviarapartners.com
- 15+ years of private equity transaction experience
- BS, Xavier University
- MBA from University of Cambridge
- andrew@aviarapartners.com
- 15+ years of private equity transaction experience
- BS, San Diego State University
- MBA from University of Southern California
- justin@aviarapartners.com
- 10+ years of private equity transaction experience
- BA, Columbia University
- Chartered Alternative Investment Analyst (CAIA)
- steve@aviarapartners.com
- 5+ years of private equity transaction experience
- BS, University of Tennessee
- Master of Accountancy from University of Tennessee
- nate@aviarapartners.com

¹ Amount refers to Total Enterprise Value; includes transactions prior to inception of Aviara that were sourced, led and completed by Aviara founders at both Aviara and while at predecessor firm



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Discover the Aviara Edge

Experience & Longevity

- ✓ Proven, long-standing market presence, with a reputation for results
- ✓ Founders have collective experience of 50+ years in private capital advisory and have executed on \$2.0B+ of direct/co-investment transactions¹

Tailored Client Solutions

- ✓ Flexible capital solutions (common equity, preferred equity, and debt)
- ✓ Collaborative, strategic methodology to optimize marketing & enhance positioning
- ✓ Ability to navigate complex transactions

Expertise in Niche Markets

- ✓ Specialization working with emerging managers, funded and fundless sponsors, and sponsors operating in niche industries (industrials, clean energy, venture, healthcare, consumer, among others)

Global Reach

- ✓ Access to 2,000+ family offices, endowments, foundations, pension funds, sovereign wealth funds, credit funds and asset managers globally

Thought Leadership

- ✓ Managing Partner, Peter Martenson, has been recognized as a thought leader through panel engagements and contributions to industry publications, including Pensions & Investments, the Wall Street Journal, and Private Equity International

Leading Edge Approach

- ✓ Adoption of market leading technology solutions enhances our ability to target the right investors, and to implement a thoughtful, impactful marketing process

Preferred Transaction Characteristics

Proprietary Sourcing	Unique Sponsor Angle	Founder- or Family-Owned	Significant Rollover Equity	Below Market Entry Valuation	Operational Improvements	Accretive M&A	Multiple Exit Alternatives
✓	✓	✓	✓	✓	✓	✓	✓

Benefits of the Aviara Network

Strategic Investor Relationships

We have a robust database and deep network of family office and institutional investors globally

Team Value

We have invested in and advised on independent sponsor transactions for the last 20+ years

Deal-Centric Syndication Process

We underwrite a quality asset first and complement the sponsor with our expertise for marketing and strategic positioning



Network Effect

Independent sponsors and investors are drawn to our experience executing successful capital raises

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