



Ventana Group, LLC is a leading independent merchant banking group focused on providing financial advice on mergers, acquisitions, restructurings, refinancings, and capital raisings to middle market and lower middle market corporations.

From offices in Foster City, we serve a wide range of clients looking for advice and assistance on their most important strategic issues.

Focus

Our focus is on private placements of debt to non-depository institutional investors. We provide companies with access to financial resources through global capital and a blend of complementary financial advisory services on private financings and cross-border transactions, including M&A, strategic partnerships, and spinoffs.

Flexibility

We developed a core competency in distressed situations during the dot com bust. While we can arrange competitively priced capital for profitable companies, we specialize in helping clients through difficult transition periods. We provide access to traditional types of financing such as real estate and equipment loans as well as DIP financing, bridge loans, and mezzanine financing.

Experience

Our group of senior professionals is among the most experienced in the industry. Importantly, our focused business model allows them to dedicate the necessary senior-level attention to client.

Representative Engagements

Geography	\$	Company	Industry
	\$9 million	Olomana Hui Advised Olomana Hui on construction financing for a 23 lot single family residential development in Hawaii.	Real Estate
	\$7 million	Green States Energy Advised Green States Energy on permanent financing for a portfolio of solar power plants in North Carolina.	Energy
	\$16 million	Private investor Advised PRC investor on the acquisition of a hospitality REO.	Real Estate
	\$40 million	Fortis Plastics Advised Fortis Plastics, an injection molding company, and its private equity parent Monomoy Capital Partners on a cross-border refinancing to support expanding operations.	Manufacturing
	\$25 million	Paxton Energy Advised Paxton Energy (OTCBB:PXTE), an oil & gas exploration & production company, on the acquisition of certain offshore assets of Virgin Oil Company, an E&P company in bankruptcy.	Energy
	\$50 million	N/D Advised a publicly traded distributor of digital memory products in Hong Kong on an acquisition and a new credit facility.	Distribution
	€110 million	N/D Advised the US division of the second largest privately held company in the PRC on the acquisition of a distressed German manufacturer of automotive carpets.	Automotive
	\$8 million	N/D Advised a private equity group on a restructuring of two portfolio companies engaged in automotive parts manufacturing.	Automotive
	\$7 million	N/D Advised a manufacturer of automated assembly lines for the automotive industry on a new credit facility.	Automotive
	\$1 million	Small Development Group Advised Small Development Group, the real estate developer founded by Kimball Small, on a bridge loan for affiliate Kimomex Markets, a supermarket chain catering to the Hispanic market.	Real Estate

N/D: Not Disclosed

Representative Engagements

Geography	\$	Company	Industry
	\$24 million	Jiaying Winsaint Photovoltaic Advised Winsaint, a manufacturer of solar panels based in the PRC, on an \$18mm term loan and \$6mm equity to support growth.	Greentech
	\$2 million	Emerald Dairy Advised Emerald Dairy (NASDAQ: EMDY), a milk processor based in the PRC, on a bridge loan to support growth.	Manufacturing
	\$8 million	N/D Advised a construction materials company based in the PRC and publicly traded in the US on a new credit facility.	Construction Materials
	\$45 million	N/D Advised a regional bank in Mexico on the restructuring of a 400 unit hotel/condo REO in Ensenada, Mexico.	Real Estate
	\$40 million	N/D Advised a publicly traded apparel manufacturer based in Hong Kong on the acquisition of an apparel manufacturer based in the United States.	Manufacturing
	\$18 million	N/D Advised a California community bank on the sale of certain performing and non-performing loan assets acquired in an FDIC assisted takeover of a community bank.	Finance
	\$6 million	Kake Seafood Advised Kake Seafood, a fishing company in Alaska, on a corporate restructuring.	Fishery
	\$70 million	N/D Advised a manufacturer of thin-film solar panels based in the US on a bridge loan and equity financing.	Greentech
	\$163 million	N/D Advised a Hong Kong bank with operations in the US on the syndication of a loan to support the acquisition of a landmark California hotel by a leading PRC hospitality group.	Real Estate
	\$10 million	N/D Advised a designer, manufacturer, marketer and retailer of fine-art reproductions on a corporate restructuring.	Niche Manufacturing
	\$5 million	CryoPort Systems Advised CryoPort on a convertible senior term loan to support growth.	Biotech

N/D: Not Disclosed

Representative Engagements

Geography	\$	Company	Industry
	\$5 million	Window Rock Enterprises Advised Window Rock Enterprises, the manufacturer of weight loss supplement Cortislim, on a new credit facility.	Nutraceuticals
	\$14 million	Olson & Co. Steel Advised Olson & Co. Steel on a \$6mm LOC and a \$4mm term loan.	Manufacturing
	\$3 million	GBCblue Advised GBCblue, a software company serving the hospitality market, on a lease line.	Technology
	\$2 million	Monterey Road Properties Advised Monterey Road Properties on financing for an acquisition.	Real Estate
	\$3 million	Triple Header Productions Advised Triple Header Productions on a bridge loan.	Media
	\$5 million	IPVoice Communications Advised IPVoice Communications, a provider of Internet telephony services, on the acquisition of IP Global Voice.	Technology
	\$3 million	Citation Press Advised Citation Press, a provider of specialty printing services, on a recapitalization.	Printing
	\$3 million	Digital Ventures Advised Digital Ventures on a corporate restructuring.	Technology
	\$30 million	iLogistix Advised iLogistix on a \$25mm credit facility and a \$5mm equity round.	Technology