

Accessing Capital in Today's Market

Ascent Conference
November 14, 2022
NYC

- Founded in 2007
- \$2 Billion in Financing Secured for Entrepreneurs Nationwide
- 25,000 transactions
- #1 Top Workplace 4 Years in a Row
- 75+ Lenders on our Platform
- Donate 10 Meals to Feeding America With Every Transaction



National

BUSINESS CAPITAL

We Finance Your Growth!



Joseph Camberato
Founder & CEO
National Business Capital



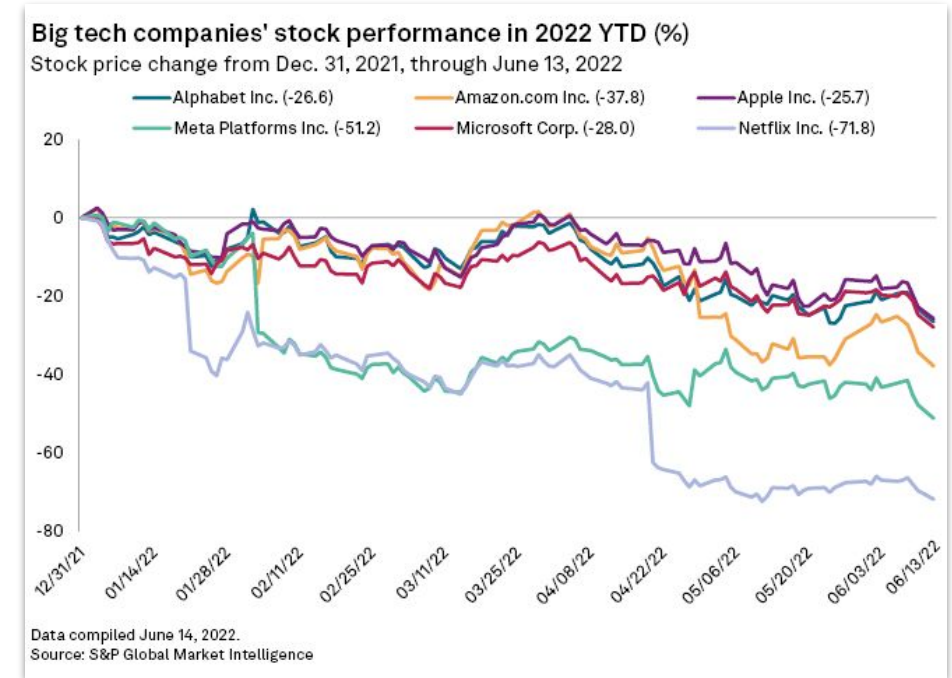
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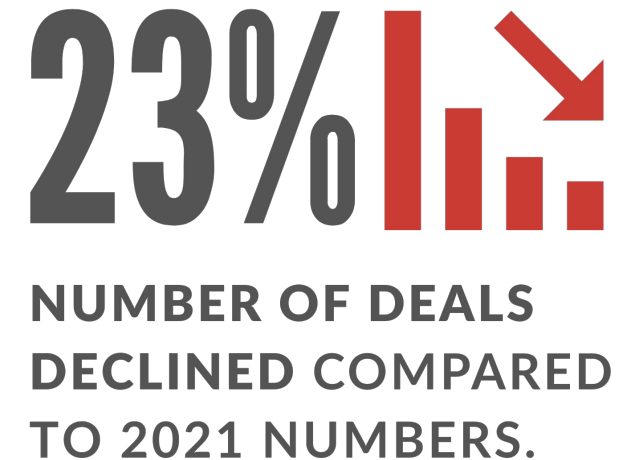
**Why is it So Important to
be Focusing on
Financing Relationships
Right Now?**

Challenges in Today's Market

- War in Ukraine
- Hurdles in Supply Chain
- Decline in Tech Valuations
- Recession - Rate Hikes

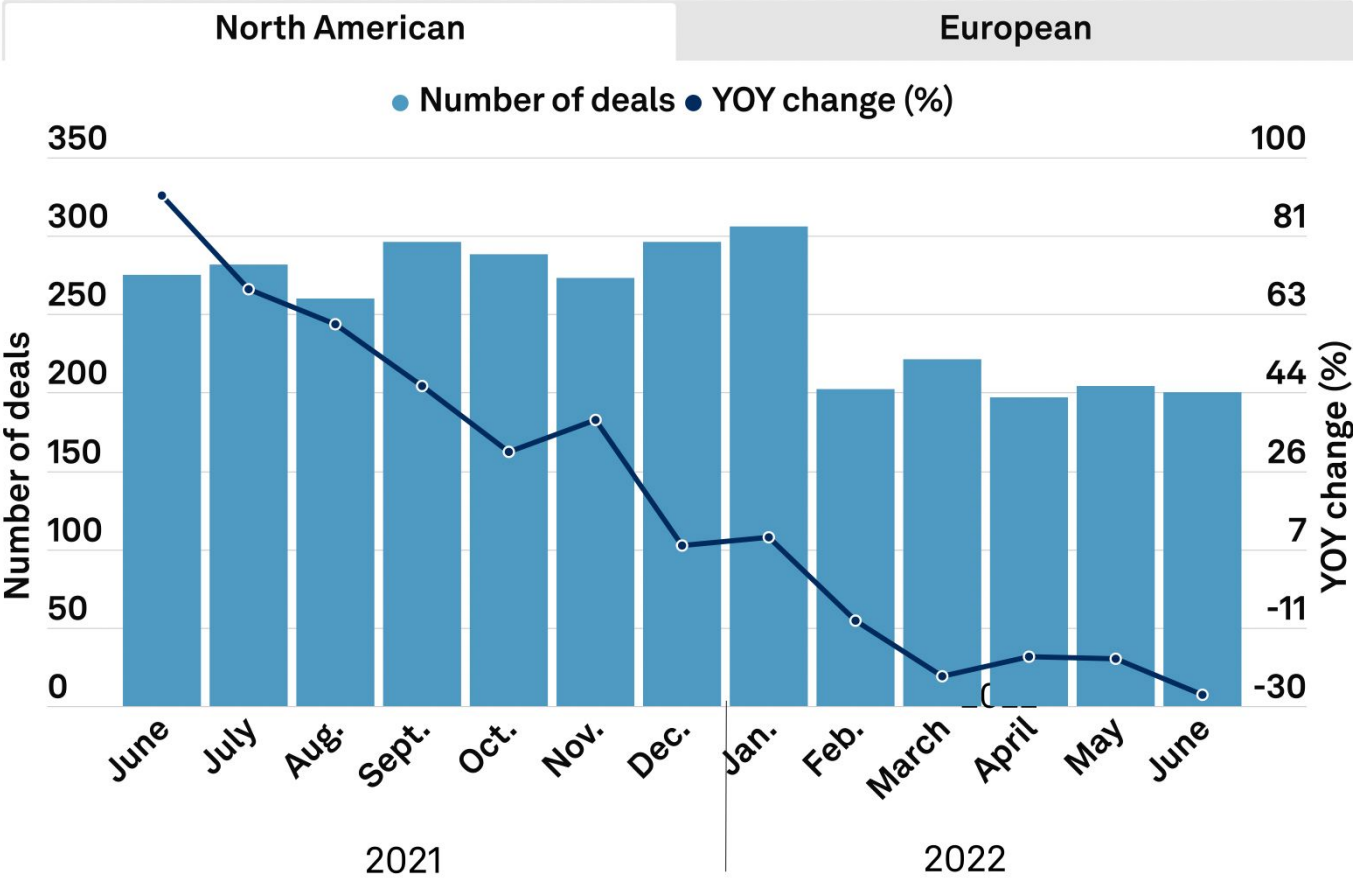


Global M&A Deals Show Decline in First Half of 2022 Q1-Q2

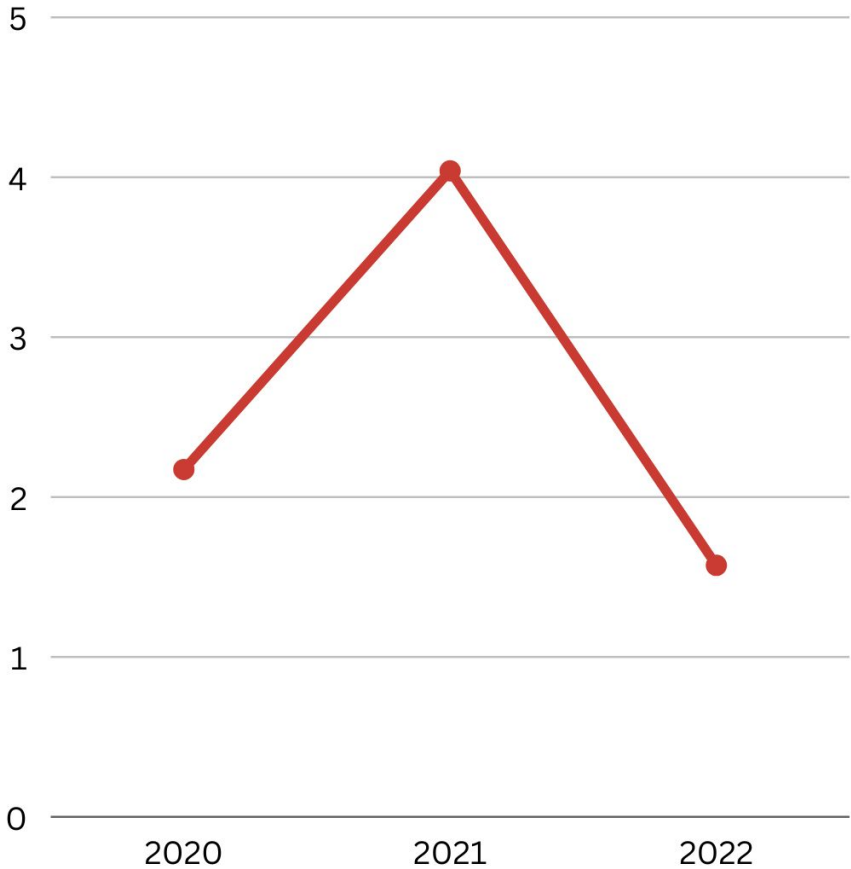


Information Technology Deals Slowing for 2022

Infotech North America and Europe



Trends in Global M&A Deals



2020



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\$2.17 TRILLION

2021



=

\$4.04 TRILLION

2022



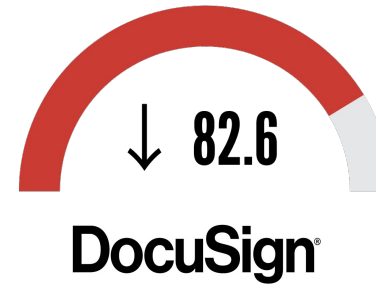
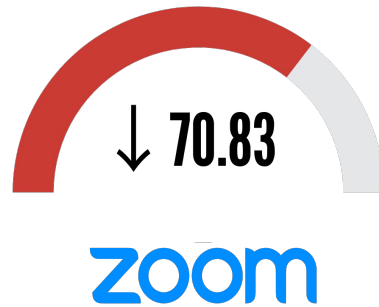
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\$1.57 TRILLION

[source: S&P Global Intelligence] [\[source\]](#)

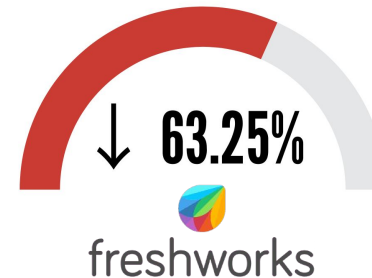
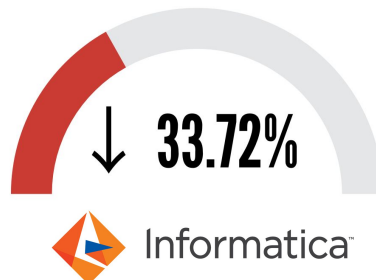
PE, IPO, & Company Valuations

Pandemic Tech Winners Lost the Majority of Their Gains

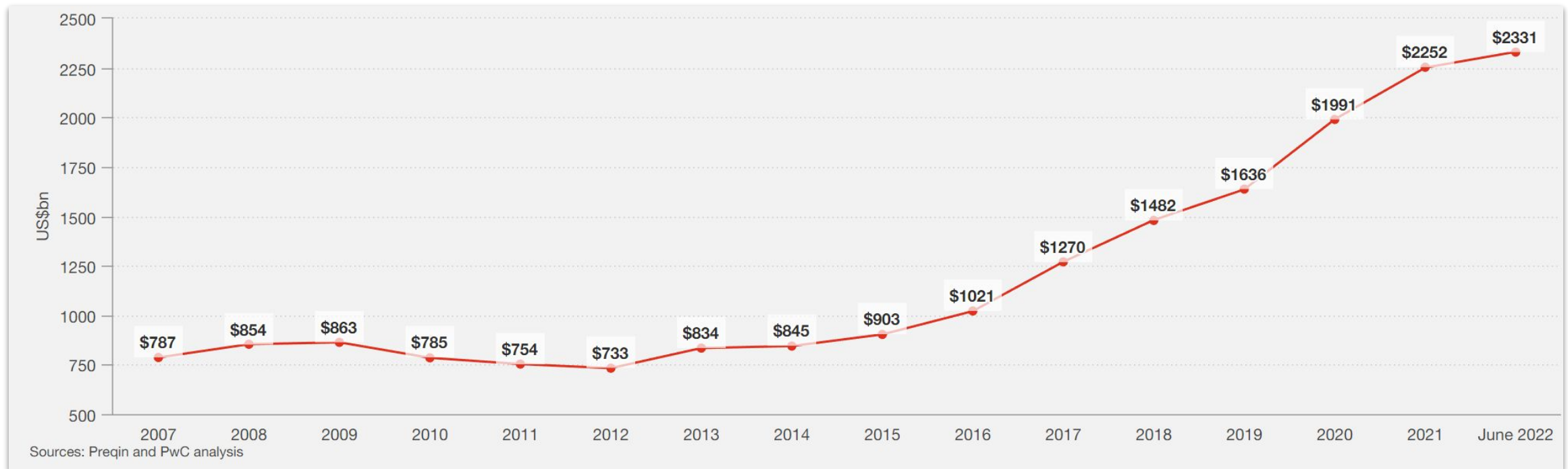
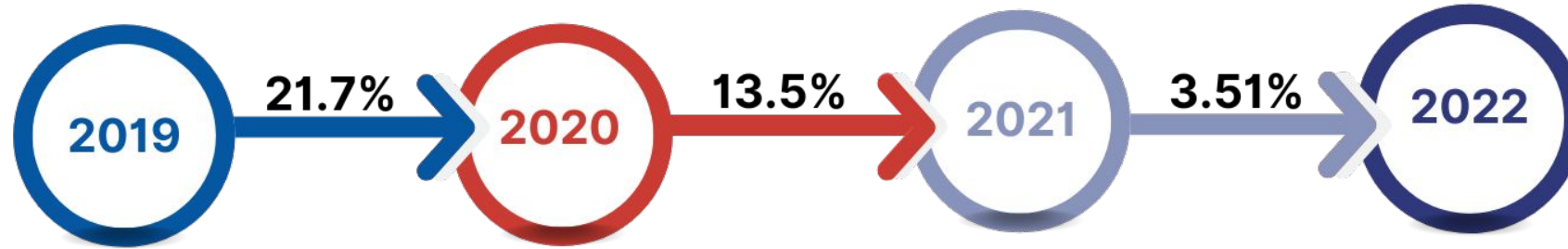


Weak IPO Performance & Closing IPO Windows

- Large majority of companies that IPO'd in 2021 faced major losses
- Expectation: Companies will hold off on their IPO plans



Dry Powder Growth Slowing in 2022



Late Stage Funding Continues to Decline

Global Late-Stage And Technology Growth Investment Through Q3 2022



- 40% decrease from Q2 2022
- 63% decrease YOY

crunchbase

Early Stage Funding Down 3 Quarters Consecutively

Global Early-Stage Investment Through Q3 2022



crunchbase

- 25% decrease from Q2 2022
- 39% decrease from 2021

Seed & Angel Investment Down, But Least Affected



- 24% decrease from Q2 2022
- 6.3% decrease from 2021

Banks Only Lend You an Umbrella When the Sun's Shining



The Unique Market

- Raising Money at Lower Valuations
 - Is now the right time to sell more equity?
- NBC is seeing more applications from Tech & E-Comm than ever before
- Doing more deals with PE Firms / Factors / ABL's in order to close or Post Close
- Sub Debt Deals - Keeping existing facilities in place
- **Most Important:**
 - Focus on relationships, and know what your options are
 - Smart Money is prob more important than ever
 - Preserve Cash
 - Get ahead of a downturn



Financing For Your Business



Equipment Financing

- Preserve Cash
- Still Use Depression
- Low Rates



SBA Loan

- Buy a Business with Only 10% Down
- Finance over 10yrs and 25yrs



Revolving LOC

- Preserve Cash
- Leverage Cash flow and Take on More Business



Term Loan

- Preserve Cash
- Expand with Longer Repayment Periods



Revenue Based Financing

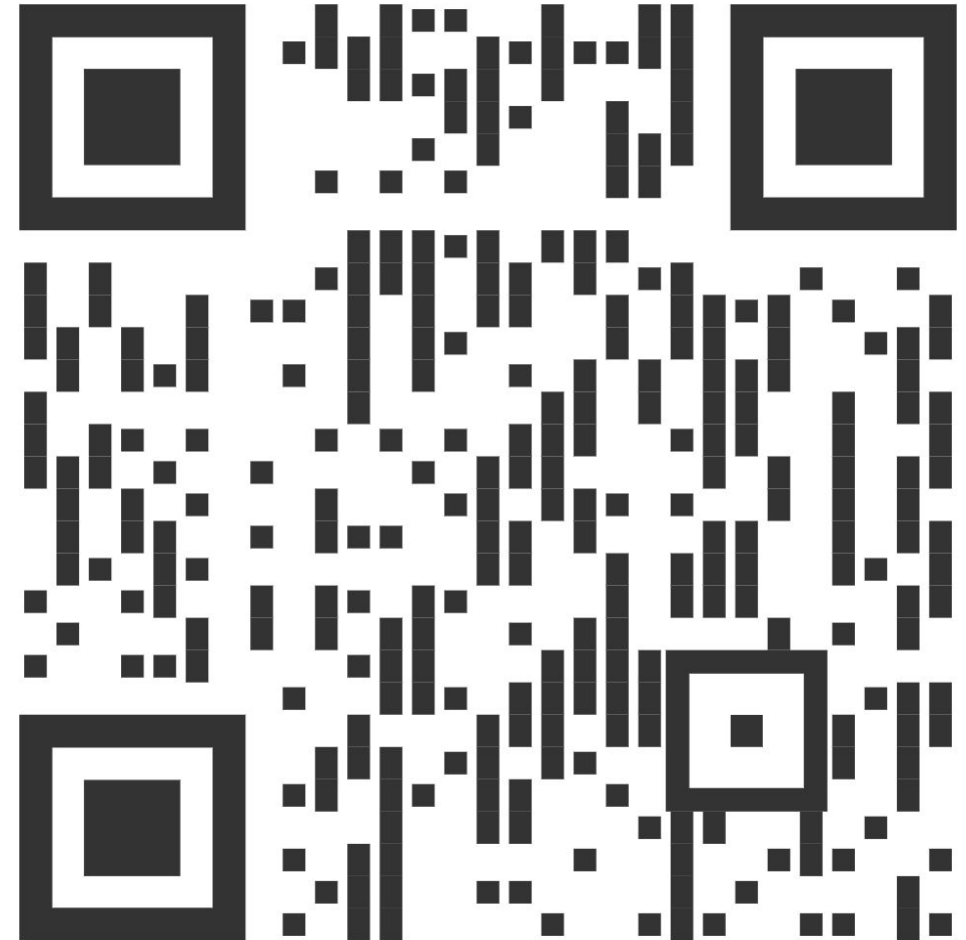
- Preserve Cash
- Based on Cash Flow
- Flexible Terms / No Covenants

**Build All Funding
Relationships, Always...**

**Bank & Non Bank Debt
Equity**



Know Your Options!



Text **“FUNDING”**
to **66866**



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