



What Is Mezzanine Financing and Who Is It Geared For?

By

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About Us



- ✓ Established over **55** years ago
- ✓ **1** of the largest and most dynamic law firms in Israel
- ✓ Numbers over **140** lawyers
- ✓ Full service offices in **2** main cities

Barak Platt

- Born and raised in California
- Worked for years in Silicon Valley before moving to Israel
- Represents a variety of Fortune 100 companies, start-up companies, private equity and venture capital funds and lending institutions
- Fields of expertise: M&A, private equity, VC and corporate finance

Selected M&A Transactions



has acquired
Trusteer



\$650,000,000
*according to press reports
August 15, 2013



has acquired
Omek Interactive Ltd.



Amount Undisclosed
July 11, 2013



Computer Associates
has acquired
Nolio Ltd.



\$42,000,000
March 25, 2013




Allscripts™
has acquired
dbMotion Ltd.



\$235,000,000
March 4, 2013



has acquired
Surpass Medical



\$135,000,000
November 1, 2012



was acquired by
Covidien PLC



\$350,000,000
March 16, 2012



Shlomo Eliahu Holdings Ltd.
has acquired
Migdal Insurance Ltd.



€ 835,000,000
Signed:
March 8, 2012



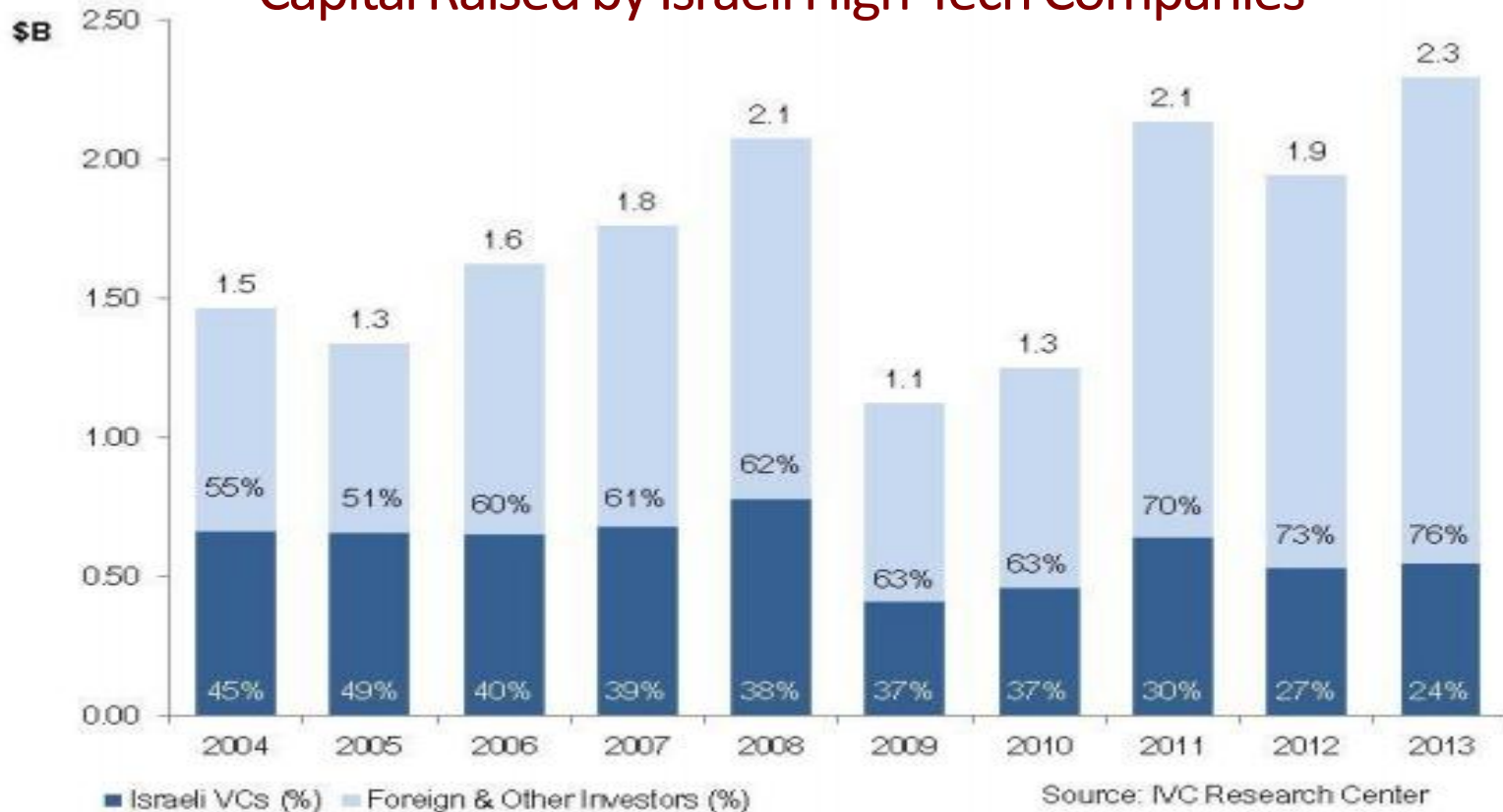
has acquired
Invision Biometrics Ltd.



\$48,000,000
December 22, 2011

Technology Deals Have Been Funded With Over \$2 Billion... (662 Companies in 2013)

Capital Raised by Israeli High-Tech Companies



However ...

- VC's have less capital to support existing portfolios...
- Angel investors and Micro funds invest small amounts in early stage companies
- Financial institutions usually require securitization
- Bar for IPO's getting higher....
- Strategic M&A's very selective...
- ...Resulting in a financing gap

What Is Mezzanine Financing?

- Combination of debt and equity
- Debt provided often is unsecured and junior to secured debt received by the company
- Debt is senior to equity
- Equity often comes in form of warrants

Uses of Mezzanine Finance

- Ramp-up to IPO
- Acquisition of business
- New project
- Management buyout
- Leveraged buyout
- Corporate expansion

Who Is It Geared For?

- Significant revenues
- Real growth potential, either through M&A or organic
- Profitable, or on a path to profitability and positive cash-flow
- Private or public
- Require a big check to fund game-changing growth



Thank you