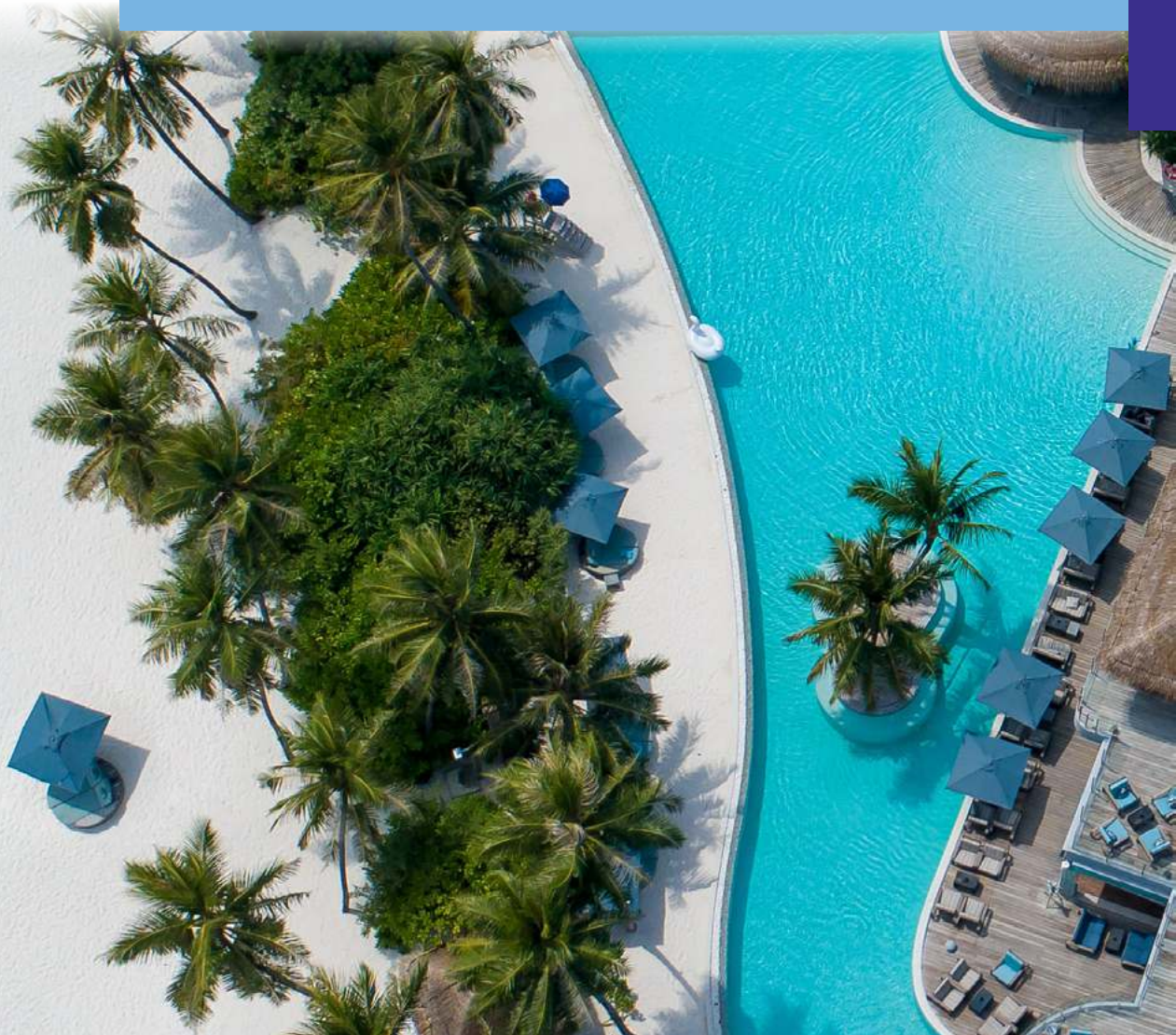


Construction Firm

MASTER FACTORING & PURCHASE ORDER FINANCING

CASE STUDY



BACKGROUND

- The Client is the largest construction/ general contractor company in the Pittsburgh, PA region
- Industries served by client include hospitality, timeshare, multifamily/ senior living, energy, sports, and retail
- The Client has consistently ranked among the Top 10 Contractors in the United States

COMPANY CHALLENGES

- Highly cash flow constrained
- The Client struggled with stretched payables demand and less profitable terms, which constricted margins, operating leverage, and the company's ability to generate new and profitable business

CAPSTONE'S SOLUTION

- Began with a \$15 million Master Factoring Facility and a \$5 million Purchase Order Financing Facility to inject the working capital required for supporting their backlog of projects



PROGRESS AND FUTURE OUTLOOK

- Constraints drastically eased on cash flow
- Timely payments are being made to vendors
- Currently doing \$20 million on a monthly basis on both Factoring/PO Facilities
- The Client can now focus on the rapid growth of their company- revenues have doubled on a monthly basis

Capstone is funding 6 active projects:

- Four Seasons Resort in Bermuda- \$173 million contract
- Half Moon Bay Hotel in Jamaica- \$50 million contract
- Ritz-Carlton Napa Valley in Calistoga, CA - \$123 million contract
- Belmond Cap Juluca in Maundays Bay, Anguilla - \$75 million contact
- Ritz Carlton Resort in St Thomas, US Virgin Islands - \$55 million contract
- Rosewood Little Dix Bay Resort in Virgin Gorda, BVI - \$73 million contract



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