

# Structured Capital for Manufacturing & Industrial Growth

Pilothouse provides flexible debt capital to manufacturers and industrial companies navigating capacity expansion, equipment upgrades, or strategic transitions. We understand working capital cycles, inventory dynamics, and the capital intensity of manufacturing businesses—from contract manufacturers and specialty fabricators to industrial distribution and value-added processors.

## Our Manufacturing Focus

### Discrete Manufacturing

- Aerospace & defense
- Automotive & components
- Electronics & assemblies
- Medical devices
- Industrial equipment

### Process Manufacturing

- Food & beverage
- Chemicals & materials
- Packaging & converting
- Plastics & composites
- Metal fabrication

### Industrial Services

- Contract manufacturing
- Tool & die shops
- Industrial distribution
- Value-added processing
- Logistics & warehousing

## Capital Solutions for Manufacturing Companies

### Growth & Capex Financing

Capital for equipment purchases, facility expansion, or capacity upgrades.  
Structures include:

- \$5M-\$100M+ facilities secured by assets or cash flow
- Equipment term loans & sale-leasebacks
- ABL facilities tied to A/R and inventory
- Capex lines for ongoing equipment needs

### Acquisition & Recapitalization

Structured debt for add-on acquisitions, management buyouts, or balance sheet optimization.  
Use cases include:

- Platform build-outs & bolt-on acquisitions
- Management buyouts & succession planning
- Bridge financing for pending transactions
- Refinancing expensive debt or equity

## Why Manufacturing Companies Choose Pilothouse

### ✓ Asset-Based Underwriting

We evaluate equipment value, A/R quality, inventory turns, and customer concentration

### ✓ Flexible Structures

Term loans, ABL, equipment financing, or hybrid structures tailored to your business

### ✓ Fast Execution

Term sheets in 2-3 weeks, funding in 4-6 weeks for qualified companies

### ✓ Industrial Expertise

Deep experience with manufacturing cycles, working capital needs, and capex planning

**\$5mm - \$250mm+**

Placement Range

**4-6 Weeks**

Typical Close Timeline

**635 Points**

Verification Framework