



Entrepreneurs and Business Builders

We share your passion..... and your experience

Low volume...High touch investment strategy

Healthcare IT – Pharma Supply Chain – Information Tech – Data Analytics

Aviano Ventures – Flexible Funding Options

We invest with high quality innovators and management teams. Aviano is about helping entrepreneurs achieve their goals. In addition to equity investing, we provide flexible growth capital through Revenue Based Funding (RBF) agreements. RBF agreements are a growing, entrepreneur friendly funding option for high growth businesses. We are interested to show you how an RBF can work for you. Don't miss the opportunity to put one to work for your business.

What is an RBF at Aviano Ventures ?

An RBF is a contract between your company and Aviano where your company agrees to pay Aviano a fixed percentage of top line monthly revenue in exchange for Aviano providing cash today to finance your company's growth. Basic RBF terms:

Funding Amount	30% to 35% trailing 12 month revenue
Payment Rate	Fixed at 6 % to 10% of monthly revenue
Repayment Amount	1.5x to 2.2 x of funding amount
Maturity	Variable, typically 2 to 5 years

Why an Aviano RBF for growth finance ?

The key words are flexibility and cost. Compared to other growth finance options such as VC or bank funding, our RBF agreements offer:

- NO dilution of ownership
- NO personal guarantees
- NO valuation negotiation
- NO restrictive financial covenants
- NO request for governance rights
- Variable monthly payments based on monthly revenue
- Term of 2-5 years based on the agreed re-payment amount
- Less expensive than equity or mezzanine capital
- No pressure for liquidity events
- Transparent 3 to 4 week process to close

What we look for ?

An RBF is a growth funding tool for companies that are revenue positive and looking to scale product offerings and services or expand staffing. Aviano looks for RBF candidates with \$2 million to \$20 million in revenue, quality management teams, growth above 20%, current gross margins of 50 % and visibility to positive EBITDA.

We are interested in North American based companies with 18 - 24 month operating histories in: healthcare IT, tech-enabled pharma, information technology, data analytics and AI/ ML technologies.

CONTACT

David Janca, Chief Executive Officer
dave.janca@avianovenures.com

Joe Kunkemoeller, Chief Investment Officer
joek@avianovenures.com