



**INDUSTRY FOCUS**  
**SPECIALTY FINANCE AND FINTECH**

*SEQUENCE FINANCIAL SPECIALISTS LLC ("SEQUENCE FINANCIAL") WORKS WITH SMALL TO MIDDLE MARKET COMPANIES TO ASSIST OUR CLIENTS' PURSUIT OF THEIR FINANCIAL GOALS BY BUILDING TRUSTING RELATIONSHIPS AND UTILIZING OUR EXPERTISE IN THE TRANSACTIONAL PROCESS BY PROVIDING INDIVIDUALLY TAILORED FINANCIAL SERVICES AND SOLUTIONS.*

**FIRM PROFILE**

**SEQUENCE FINANCIAL** is a FINRA registered broker/dealer firm headquartered in Charleston, SC that provides investment banking and advisory services. **SEQUENCE FINANCIAL** is a subsidiary of SEQUENCE HOLDINGS LLC, a financial services company with an additional subsidiary; SEQUENCE REAL ESTATE LLC.

**INDUSTRY FOCUS**

**SEQUENCE FINANCIAL** focuses on a variety of industry segments in its efforts to assist clients with strategic advice and capital raising initiatives. One area of specialization is Specialty Finance, which today also includes high technology lenders and FinTech providers. Many of our clients in this arena tend to be early stage entities with disruptive approaches to their markets. Some lenders fund originations on balance sheet and others in the "Marketplace" while some do both.

Given the uniqueness of many of our client's strategies, **SEQUENCE FINANCIAL** Investment Bankers need to be particularly attuned to operational requirements, as well as the depth and experience of management, which is required to properly scale such business platforms.

**SEQUENCE FINANCIAL'S** vibrant industry network within the Financial Services community is frequently called upon by clients searching for senior managers or Advisory Board members to join forces, acting as a complement to their existing strategic skill set.

In addition to providing guidance around appropriate capital structures (i.e. senior, mezzanine, equity and asset-backed securities) for the near and longer terms, **SEQUENCE FINANCIAL** leverages its longstanding network of leading Alternative Investors and sophisticated Accredited Investors with expertise in credit-based product and Specialty Finance for client's capital raising initiatives.

**SPECIALTY FINANCE CLIENTS**

For the past 25 years, **SEQUENCE FINANCIAL'S** Investment Bankers have played a strategic role for many clients that were in start-up or early stages of development. Some past and current clients include:

- **GREATAMERICA LEASING** (today, an industry leader in their markets)
- **PEOPLEFIRST.COM** (subsequently acquired by Capital One)
- **FIRSTAGAIN.COM** (subsequently acquired by SunTrust)
- **ONYX ACCEPTANCE** (subsequently acquired by Capital One)
- **TRIAD FINANCIAL** (subsequently acquired by Ford Motor Credit before a later management buyout via Goldman Sachs)
- **EMERGENT BUSINESS GROUP** (equity raise for consumer debt collection/loan acquisition organization led by a highly regarded management team)
- **SPRINGBOARDAUTO.COM** (innovative direct auto consumer lender)
- **CARFINANCE CAPITAL** (leading edge auto finance firm with initial funding provided by Perella Weinberg Partners)
- **LOANHERO, INC.** (high technology point of sale consumer lender)
- **COMMERCIAL LENDING CORP** (subsequently acquired by Ameresco, Inc.)

FLORENCE, SC  
1411 Second Loop Rd  
843.853.8222 OFFICE  
843.278.0097 FAX

**PETER ABELES, MANAGING DIRECTOR**  
SPECIALTY FINANCE & FINTECH  
805.798.1234  
[PABELES@SEQUENCEFINANCIALSPECIALISTS.COM](mailto:PABELES@SEQUENCEFINANCIALSPECIALISTS.COM)  
[WWW.SEQUENCEFINANCIALSPECIALISTS.COM](http://WWW.SEQUENCEFINANCIALSPECIALISTS.COM)

CHARLESTON, SC [HQ]  
40 Calhoun Street, Suite 330  
OFFICE 843.853.8222  
FAX 843.278.0097