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Alternative Finance Solutions Allow Mid-Market Companies to Fund Strategic Investments During Economic Slowdown
AIC Ventures Acquires \$41 million in Real Estate Assets and Prepares for More

AUSTIN, TX July 15 - Austin, Texas-based AIC Ventures, L.P., an investment fund manager providing alternative finance solutions to middle-market companies nationwide, has completed three commercial real estate sale-leaseback transactions, representing nearly one million square feet of commercial real estate and totaling \$41.2 million in value.

"Middle-market companies have done the hard things that needed to get done to survive the last 18 months. They've made impactful cost containment efforts and now are positioned to take advantage of an opportune time to grow their businesses and gain market share. Capital resources are still scarce for these companies so they are pursuing creative solutions in lieu of their traditional lenders," said David Steinwedell, managing partner, AIC Ventures. "We've witnessed that trend firsthand with the increase in demand for sale leasebacks. This year we've invested \$85 million in real estate assets nationwide and plan to deploy another \$350 million over the next 12 months."

AIC Ventures has acquired real estate assets, and entered into long-term, triple net leases, with three companies in different regions of the country: Boston, Massachusetts-based Women's Apparel Group, a catalog and internet retailer of women's apparel; Dallas, Texas-based Fitz Manufacturing Industries, a producer of precision aerospace components; and Los Angeles, California-based Orange County Container Group, a leader in integrated paperboard and paper-based packaging.

In 2008, AIC Ventures nearly doubled its transactions to \$250 million with its seventh fund. In each transaction, the company acquired the facility and property according to the original agreed upon terms. The capital infusion is used by companies to strengthen their corporate balance sheet fundamentals, fuel growth initiatives or acquisitions and support strategic investments. With fewer restrictions and requirements when compared to more traditional financing options, sale-leasebacks offer sellers flexible capital that can be redeployed at the company's discretion.

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Founded in 1990, AIC Ventures has acquired and entered into long-term leases with 110 commercial real estate assets owned by middle-market companies. The firm's total transaction value is nearly \$900 million.

About AIC Ventures, L.P.

AIC Ventures is a leading provider of capital to middle-market companies. AIC Ventures structures innovative corporate finance solutions for companies facing limited, short-term or expensive alternatives for capital. The company has closed 110 transactions in 28 states. Whether sellers need to close quickly, have private equity interests, environmental or other challenges, AIC Ventures can help. For more information, visit www.AICVentures.com.

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