***Blue Squirrel NPL Fund, I***

***Slide Outline***

1. The Edge

Experience with fund management and asset disposal. Utilizing the clues and hints that borrowers and guarantors leave on the Internet, we can special service assets and collect on them more quickly and maximize return.

Much of the technology and experience as a team can be attributed to the team’s experience at Blueacorn. The principals were the management team that came on in March 2020 and grew the business from less than 12,000 PPP loans to more than 800,000.

1. The Technology

Most lenders and servicers use FICS or LoanServ and then software like CARM-Pro for collections.

These software packages fail to address the most important factors which is to analyze the borrower (and the guarantors) to allow for customized collection plans. We use enhanced skip tracing developed during PPP forgiveness and collection efforts with advanced social media logic.

Finally, we use evolving algorithms to price and purchase NPL portfolios at the correct price.

1. The People
2. Barry Calhoun , Managing Partner, Investment Committee

* More than 20 years of banking experience with Merrill Lynch, Bank of America and FifthThird Bank
* Director of Larson Capital Management, in less than 5 years, achieved 4x AUM and outsized returns managing distressed asset fund. Developed framework for additional funds.
* CEO of Blueacorn.

1. Jonathan Frutkin, Managing Partner, Investment Committee

* Founder of Radix Law in Scottsdale, Arizona which became the first law firm in the country sold to private non-lawyer investors.
* Extensive experience with large transactions (including leading the largest 2017 Arizona transaction on behalf of a client). Known for liquidation sales inside bankruptcy. Speaker at American Bankruptcy Institute conference in Las Vegas.
* COO of Doceus, an early web development company that first implemented a commercially successful e-commerce campaign. Developer of Associant software suite for Association and Non-Profit Management.
* General Counsel of Blueacorn.

1. Eric Donnelly, Investment Committee

* CEO of Crossroads Impact Corp. (OTCQB: CRSS))
* CEO, LoopBank
* Director, InBank
* Member, Latino Corporate Directors Association
* David Rathmann, Director of Credit Analytics. Product and data specialist with more than 15 years technology and startup experience.
* Founded Umuse Communications, which combined email and chat for customer success professionals. Raised $5 million capital and had more than 40,000 users.
* Led advertising products at Spiceworks and grow from $7 million to $45 million in revenue over 5 years.
* Advisory Board member with well-known venture capital firm.
* VP, Products, Blueacorn.

Matt Yahes, Chief Operating Officer

* Management Consultant at Booz & Company and KPMG
* Founder of two companies that grew to more than 1,000 employees.
* COO of Blueacorn.

1. The Market

The commercial lending market size was valued at $8,823.53 billion in 2020, and is projected to reach $29,379.83 billion by 2030, growing at a CAGR of 13.1% from 2021 to 2030.

Source: <https://www.alliedmarketresearch.com/commercial-lending-market-A11617>

The credit cycle is entering into a period of rising interest rates and corresponding defaults. The fund seeks to take advantage of that emerging opportunity.

1. Our Process (you may want to have a graphic or timeline here in addition to the features outlined herein.
2. Work with our lender customers on their non-performing loan portfolio.
3. Purchase participation in non-performing loans.
4. Provide special servicing in compliance with bank’s servicing criteria.
5. Provide bank access to NPL platform.
6. Maintain first right of refusal to purchase loan using proprietary algorithm.
7. Internal servicing standards.
8. Liquidation, when necessary.

Initially partner with licensed collection agencies to supplement our in-house abilities (and comply with regulatory requirements). Potential to acquire and bring completely in-house.

1. Our Customers

Target Market (It would seem we should narrow the target market and also point out any special relationships, people that Barry can source from last experience or otherwise explain why we have a leg up on pipeline.

Community banks: Nearly 5,000

Mid-Market banks: Approximately 4,000

1. Advantage: Tech + Capital (yes, emphasize high tech approach to understanding credit performance, verification of circumstances etc. this may be the most important slide. Capital as a percentage of total and significant co-investment against first round of raise.
2. Management Structure

BLSQ Management, LLC to provide management- identify that this is the same people as above or just eliminate reference.

Eric Donnelly, Barry Calhoun and Jonathan Frutkin to serve on Investment Committee

1. Crossroads Co-Sponsored Fund

Utilize Crossroads network, BLSQ technology

Joint LP Investment, Crossroads affiliates / partners to provide additional LP Investment

NPLSquirrel, LLC to be GP, 80% of carry to BLSQ and 20% to Crossroads

1. Projected Size of Fund – Initially $200 million, up to $1 billion

$100 million commitment from BLSQ from funds due from CPF

$100 million commitment from Crossroads or its affiliates