



LEGION CAPITAL



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WHO WE ARE

Legion Capital is a specialized business lender providing growth capital to small and medium sized companies. Legion provides bridge funding, acquisition finance, development and growth capital in a highly customized and expeditious manner, addressing a large and growing segment of small business lending that is under-served by banks and institutions.

WHO WE SERVE

Legion Capital serves small and medium sized developers, builders, business owners and entrepreneurs with bridge funding, acquisition financing, and working capital solutions.

Legion Capital also serves our investors and Financial Advisors through a suite of investment products offering attractive yields, non-correlation to traditional financial markets, and defined liquidity dates.



EXECUTIVE SUMMARY

Legion Capital serves small and medium sized developers, builders, business owners and entrepreneurs with bridge funding, acquisition financing, and working capital solutions - along with 100+ years of combined expertise in corporate finance, venture capital, real estate, business management, and marketing.

Legion takes a true "hands on" approach to its relationships and transactions, working closely with the business owner to maximize success of the business or venture. We bring a robust basket of resources to bear on the project or business, providing a suite of services as needed, including management, marketing, financial management, title and closing services, back office and other strategic resources.

This collaborative approach allows us to create opportunity that is otherwise not possible through conventional banking or commercial finance methods. Further, Legion is not a credit lender, rather we underwrite each transaction based on the quality of the assets and business opportunity.

WE HELP BUSINESSES GROW

We maintain a substantial pipeline of transactions with the goal of growing Legion Capital's assets and the companies we work with. Legion Capital is not a bank and does not compete with banks, which has led to significant referrals and quality opportunities that do not meet the restrictive lending criteria of those institutions.

Though our goal is to accelerate the growth of our project partners and borrowers, our top priority is the security of our capital through a portfolio of high-quality, secured loans. We select only the highest quality companies to partner with and only get involved in projects we are most comfortable with.

Amongst other detailed underwriting criteria, we only make loans that are:

First Lien

Meaning no other creditor (or the borrower) can be paid before Legion and our investors.

Short-Term

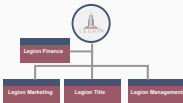
Loan durations are typically between 12 and 24 months, giving us the opportunity to continually track and evaluate project metrics and progress.

Well Collateralized

We focus on loaning 80% or less of the independently appraised value of the underlying collateral or current orderly liquidation value of the project – Though our current portfolio of real estate development loans is approximately 45% Loan-to-Value.

Corporate Structure

Legion Capital Corporation is a boutique private equity firm and specialized business lender. We have established Legion Finance, LLC as a single purpose entity to exclusively originate, hold and service real estate mortgages with capital raised through our retail distribution channel consisting of independent broker dealers and registered investment advisers. Our title, marketing, and management entities provide supporting services to these real estate lending activities.





**1500 PEOPLE
PER WEEK
ARE MOVING
TO CENTRAL
FLORIDA**

A Strong and Growing Market

Approximately 1500 people per week are moving to Central Florida, which creates a sustainable demand for housing and continuously fuels business growth and development. There remains a shortage of housing in the greater Orlando area, and Legion is well positioned to leverage that demand into substantial growth over the next 7-10 years.

Following the economic recession of 2008, banks and other lenders have under-served small business owners and developers, creating a void in this large and dynamic segment of the economy. Our ability to address this need has positioned Legion as a leader in customized commercial finance for business owners in the small and medium sized economic segment, particularly in residential real estate development.

Investing with Legion

Our investment objective is to preserve and protect our capital while producing attractive risk-adjusted returns generated from portfolio cash flow and monetization. Our investment strategy is to originate, acquire, and manage senior loans and to further monetize real estate title, marketing, and management services affiliated with those loans. We draw on established sourcing, underwriting and structuring capabilities in order to execute our investment strategy.

Legion has built a secured loan portfolio of approximately \$20 million since accelerating our operations in 2017, with a substantial pipeline of quality transactions in place to grow the portfolio. Legion is focused on growing its lending business over the next 24-30 months and beyond.

Our Business Plan

Legion Capital's wholly owned subsidiary, Legion Finance, LLC, was established to originate, acquire and manage secured commercial real estate loans and real estate development loans. Legion actively participates in the servicing and operational oversight of our assets rather than relinquish those responsibilities to a third party.

Legion utilizes a highly customized and multi-tiered approach to its lending model, driving revenues from its commercial loan practice and other services. Below is a breakdown of how Legion's lending works and how Legion makes money from other aspects of our transactions.

Legion makes a standard secured commercial loan to the company or project, secured by a first mortgage or lien on the assets of the business or project. This secured loan is typically at no more than 50% to 60% loan to current appraised value, meaning we require the developer/operator to have 40% to 50% equity in the project. Legion undertakes a rigorous due diligence process to determine the secured loan is sufficiently collateralized, even in the event of a market downturn.

We deploy this secured loan capital at an interest rate close to our actual capital cost from our investors. We are not a "hard money lender" who attempts to make a loan at 18% or 20% so we can profit from a "spread" on the loan. Rather, we simply put the investor money directly in the project, on a first mortgage or lien basis, at an interest rate that is very close to our actual capital cost.



**FLORIDA IS THE
2ND FASTEST
GROWING STATE
IN THE COUNTRY
BY POPULATION**

Legion makes money by providing a basket of services to the project or venture. We provide a myriad of services, from title services, management, financial services, marketing and back office services, site reviews, inspections etc. and we are paid fees for each service.

Lastly, a key profit driver for Legion is our back end participation in each transaction. Legion will receive a contracted equity component based on the build out of a project, or the revenue or success of the business or venture. For example, with our current real estate development loan portfolio, we are contractually entitled to receive per unit fees of anywhere from \$5,000 to \$80,000 per house, townhouse or apartment unit once the projects are built or sold.

Current and Past Projects



Bellaviva Projects

Prestwick Village

Prestwick Village is a 64-unit single family housing development on ten acres of land. This gated community - with an oversized community pool, clubhouse, & fitness center - offers six different two-story model options with prices starting in the low \$200,000's. Roadways & horizontal development has been completed. A dozen homes have already been sold with many more in closing and/or under construction.

Holly Grove Village

Holly Grove Village is a 40-unit low maintenance development on five acres of land. The town-homes prices start around \$200,000 and all units provide full sized kitchens and large great rooms. This project is fully platted and offers buyers a variety of units that range in size and design from 1,300 square foot dual master bedroom units to over 1,800 square foot fivebedroom units. Seven of ten buildings (with four town-home units each) are under construction or completed, with 6 units already sold and multiple others under contract.



Little Lake Hamilton

This 13-acre development has been zoned for up to 250 multi-family units and/or commercial use and represents phase five of an adjacent 350 housing unit project overlooking Little Lake Hamilton in Haines City, Florida. This project was part of a \$3,000,000 land acquisition that closed in the fourth quarter of 2018. The land for all five phases of this undertaking is currently being cleared, graded and further improved for direct lot sales to regional and national home builders.



Lake Nona

Legion has a first secured mortgage on six residential 1/4 acre lots in the Lake Nona Golf & Country Club neighborhood. This private community offers luxury estates and amenities along the shores of Lake Nona, including a Tom Fazio-designed championship golf course and 24-hour gated security. All six lots are currently under construction with approximately half of the development and construction costs being funded directly by the borrower. The completed homes are expected to sell in the \$1.6m to \$2.2m range.



The Executive Team



Jim Byrd
Chairman and CEO

Jim Byrd is a veteran corporate attorney and venture capital executive who brings a unique blend of both legal and entrepreneurial skills to his role as CEO. Jim has served as lead investor, attorney, strategic adviser, venture capital partner and corporate executive to numerous private and public companies in his distinguished 30-year career. Jim began his career as an attorney at Baker & Hostetler prior to founding his own law firm in 1987, which he grew into a highly successful full-service commercial firm. As a trial lawyer, Jim has extensive experience trying cases in both State and Federal Courts, and has argued cases in front of the Florida Supreme Court and the U.S. Court of Appeals.

A lifelong business builder, Jim has owned and managed a successful private equity and venture capital firm, working with growing companies in the technology, media, manufacturing, distribution, automotive, oil and gas, real estate, and health and wellness industries. He has served, at times, as Chairman, CEO and Director of numerous private and public companies, including Vice Chairman of Success Magazine in New York (1998-2000).



Paul F. Carrazzone
President and
Chief Operating Officer

Paul Carrazzone has over two decades of commercial banking, underwriting, deal making and business development experience. Paul has been an investor, advisor or consultant to a myriad of private and public transactions, ranging from business start-ups to billion-dollar transactions. Paul brings to Legion proven experience in business management and development, corporate finance, mergers and acquisitions, transaction analysis, contract negotiation and deal structuring. Paul oversees all new transaction underwriting and management of Legion's portfolio holdings.

The Executive Team



Shane Hackett
Chief Marketing Officer

A renowned direct marketing expert, Shane Hackett is a 25-year media and marketing veteran, having built multiple broadcast, technology, marketing and training companies. Shane is Chairman of the Board at MarketLeverage, a previous INC 100 Advertising Firm and Fortune 5000 fastest growing company. He served as President and General Manager of the radio stations KGU-AM in Honolulu, Hawaii, KTSS-FM in Honolulu, Hawaii and WTIX-AM in New Orleans, Louisiana. Mr. Hackett began his career in radio, having been responsible for the creation and production of several nationally syndicated radio shows, including "Baseball Sunday with Joe Garagiola", "Football Sunday" and "NBA Basketball Sunday".



Jason Plucinak
Vice President,
Corporate Finance

Jason Plucinak is a financial professional with 16 years of experience in the securities, insurance, and alternative investment industry. With GWG Holdings Inc for 11 years, Jason helped structure, launch, and distribute 8 proprietary investment offerings for the Independent Broker Dealer, RIA, & Institutional investor channels. These offerings included Reg D's, S-1's, an IPO and cumulatively raised over \$1B for the firm. Currently focused on retail investment product distribution, corporate finance, and investment banking functions, Mr. Plucinak's experience encompasses all aspects of investment wholesaling, national sales management, and Broker Dealer and RIA due diligence. He holds FINRA Series 7 and Series 63 licenses.