



NXTV

Woodland Hill, California

Provider of digital, in-room entertainment, voice and data services for luxury hotels

Investment Amount: \$10 Million

Investment Date: June 2006

“CapX was there when we needed them. They took the time to learn our business and we are now able to meet our sales demand”

— Dave Rogers, **NXTV**

Investment Situation:

NXTV is a portfolio company of MK Capital, one of CapX’s venture capital relationship partners. CapX had just completed a financing for one of MK’s portfolio companies, when the MK managing principal inquired about CapX’s ability to do larger transactions. NXTV had successfully built a backlog of client contracts to provide in-room entertainment, voice and data services in hotels. These services require approximately \$250,000 of equipment per hotel property. Given the current backlog, the company needed to source \$10 million of capital for its U.S. hotel clients and preferred to sole-source the capital.

The CapX Approach:

Our approach was to secure the strong, multi-year exclusive contracts supporting the NXTV’s revenue streams and business model. CapX proposed a venture loan facility based on many factors including; trusted investment partner, the company’s strong management team, continually improving product base, strategic and venture capital ownership support and steady progress towards EBITDA profitability convinced CapX to propose a venture loan facility.

The CapX Solution:

CapX provided a \$10,000,000 multi-draw, venture loan commitment. CapX is funding \$5,000,000 and is syndicating the other \$5,000,000 to a peer investor.