

Balance Point Capital Announces its Investment in GigaTrust

Westport, CT, October 11, 2016 – Balance Point Capital, in conjunction with one of its affiliated funds, Balance Point Capital Partners II, L.P., is pleased to announce its structured capital growth investment in GigaTrust. Balance Point provided a flexible capital solution of twenty million dollars, using a combination of debt and preferred equity capital to facilitate the Company’s growth within the cybersecurity market.

Founded in 2000 and headquartered in Herndon, VA, GigaTrust is a market leader in providing email security and document protection software products with customers worldwide. GigaTrust is expanding its on-premise products to a cloud based service offering: “GigaCloud”.

GigaCloud provides the first and only secure email and document protection, consumption and anyone-to-anyone collaboration system in an easy to use and easy to deploy cloud service offering. This service provides secure content protection, consumption and collaboration for any user of a Windows PC, tablet or smart phone, even users of Microsoft Office 365. It applies and enforces security permissions (or “rights”) down to the digital content (documents, emails, pictures) level, resulting in content being protected from misuse while in transit, at rest and most importantly “in use” even when opened by any permitted recipient. GigaCloud also offers a rich set of security, policy, compliance reporting and external collaboration features designed to meet enterprise document security requirements for both internal enterprise document security and with external cloud based file sync and sharing services such as Dropbox, OneDrive and Google Drive. It is available as a multi-tenant service or in a private cloud configuration targeting enterprises requiring added security features and administrative control.

Justin Kaplan, a Partner of Balance Point Capital stated, “Cybersecurity – and in particular – protecting internal and external emails - is at the forefront of most companies’ minds today. We are delighted to be able to provide capital to GigaTrust, which is a leader in providing high value—add security software solutions for Fortune 500 companies and various U.S. government agencies. With the launch of GigaCloud, its cloud-based service offering, and its various strategic partnerships, we are thrilled to partner with Bob Bernardi and the rest of the management team as the business continues to grow and protect the intellectual property of today’s enterprises”.

Robert Bernardi, Founder, Chairman, & CEO of GigaTrust remarked, “We are quite pleased to have Balance Point as a partner and investor in GigaTrust. The flexibility of their capital appealed to us. Balance Point’s capital should allow us to accelerate our growth trajectory for GigaCloud.”

Stephens Inc. served as sole financial advisor to GigaTrust in the transaction.

About Balance Point Capital

Balance Point Capital is an alternative investment manager focused on the lower middle market. With approximately \$500 million in assets under management as of December 2015, Balance Point invests debt and equity capital in select lower middle market companies across a variety of investment vehicles. We take a long-term, partnership approach to investing and are committed to building lasting relationships with our partners, management teams and intermediaries. Balance Point Capital Advisors, LLC (referred to herein as Balance Point Capital) is a registered investment adviser. Further information is available at www.balancepointcapital.com.

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