

# Medium Term Income Fund (MTI):

A great option for investors wanting diversification that is completely uncorrelated with real estate or the stock market

This confidential investment briefing is an overview of our current funds and does not constitute an offer.



CONFIDENTIAL

# A love letter from our attorney...



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Investments in the Fund will be offered exclusively to financially sophisticated, accredited investors, high net worth individuals, family offices and institutional investors capable of evaluating the merits and risks of an investment in the Fund. Interests in the Fund are highly speculative and illiquid investments that involve substantial risk. No active secondary market in the interests exists, and the Fund does not anticipate that any such market will develop. Interests in the Fund are suitable investments (if at all) only for a limited portion of the risk segment of an investor's portfolio. Investors could lose all or substantially all of their investment in the Fund. The Company will not be registered as an investment company under the Investment Company Act of 1940. In addition, neither the Company nor its affiliates will be registered as an investment advisor under the Investment Advisors Act of 1940. Consequently, Prospective Investors will not be afforded the protections of any of those laws and regulations.

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## **FORWARD-LOOKING STATEMENTS**

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The information contained herein is not intended to be, nor should it be construed or used as investment, tax or legal advice. Before making any investment in the Fund, you should consult with your professional advisor(s) to determine whether an investment in the Fund is suitable for you considering your investment objectives and financial situation.

# Ironton Capital – Current Funds Overview

For Accredited Investors for Informational Purposes Only – Not an Offer to Invest



	National Diversified Funds (NDFs)	Short Term Income Funds (STIs)	Medium Term Income Funds (MTIs)	Single Asset Funds
Sector	<ul style="list-style-type: none"> <li>Real Estate</li> </ul>	<ul style="list-style-type: none"> <li>Real estate (~80%)</li> <li>Medical Receivables (~20%)</li> </ul>	<ul style="list-style-type: none"> <li>Medical Receivables</li> </ul>	<ul style="list-style-type: none"> <li>Mainly Real Estate</li> </ul>
Target Returns	<ul style="list-style-type: none"> <li>16%+</li> <li>5-6 year timeline</li> </ul>	<ul style="list-style-type: none"> <li>8-9%</li> </ul>	<ul style="list-style-type: none"> <li>11-13% fixed (based on assets under management AUM)</li> </ul>	<ul style="list-style-type: none"> <li>15-20%</li> <li>1-5 year timeline</li> </ul>
Liquidity	<ul style="list-style-type: none"> <li>Cash distributed as individual projects cash flow</li> </ul>	<ul style="list-style-type: none"> <li>Quarterly dividends</li> <li>Principal back with 30-day notice</li> </ul>	<ul style="list-style-type: none"> <li>Quarterly dividends</li> <li>Access to principal after one year lockup</li> </ul>	<ul style="list-style-type: none"> <li>Varies</li> </ul>
Fund Size	<ul style="list-style-type: none"> <li>\$10-20M</li> </ul>	<ul style="list-style-type: none"> <li>\$200M+</li> </ul>	<ul style="list-style-type: none"> <li>\$100M+</li> </ul>	<ul style="list-style-type: none"> <li>\$1-10M</li> </ul>
Individual Investments	<ul style="list-style-type: none"> <li>10-15</li> </ul>	<ul style="list-style-type: none"> <li>200-400</li> </ul>	<ul style="list-style-type: none"> <li>25,000+</li> </ul>	<ul style="list-style-type: none"> <li>Varies</li> </ul>
Tax Advantages	<ul style="list-style-type: none"> <li>Targeting depreciation tax shelter</li> </ul>	<ul style="list-style-type: none"> <li>REIT income treatment</li> </ul>	<ul style="list-style-type: none"> <li>No tax advantage</li> </ul>	<ul style="list-style-type: none"> <li>Varies</li> </ul>
Min Investment	<ul style="list-style-type: none"> <li>\$50K</li> </ul>	<ul style="list-style-type: none"> <li>\$50K</li> </ul>	<ul style="list-style-type: none"> <li>\$50K</li> </ul>	<ul style="list-style-type: none"> <li>\$50K</li> </ul>

# Our Standard Practices



- We are focused on the needs of accredited investors typically underserved by other wealth management and private investment institutions
- We have industry expertise in real estate. When current income is compelling, we also invest in other industries.
- Multiple General Partners (GPs) in our investment committee invest in every fund.
- GP returns start after all Limited Partners (investors) receive their preferred returns.
- Only accredited investors may participate.
- A portion of GP profits are shared with local charities.

# Working with an expert makes investing easier



## Project Sponsor (SP):

- Selects the physical project
- Arranges and guarantees the financing
- Arranges permitting
- Oversees construction or renovation
- Manages the property
  - Finds and manages the tenants
  - Maintains the property
  - Manages the legalities
- Manages refinancing
- Manages the sale



## General Partners (GP):

- Monitors national & local markets
- Networks to identify opportunities
- Reviews multiple projects
- Selects optimal investments
- Negotiates favorable deals
- Performs extensive due diligence
  - Sponsor reputation and track record
  - Financial, operational and additional aspects
  - Site visits
  - Financial modeling
- Maintains regulatory compliance
- Maintains accounting
- Quarterly reporting to LPs



## Limited Partners (LP):

- Chooses Fund
- Decides investment size
- Reads quarterly reports
- Re-invests or Deposits returns
- Enjoys passive financial freedom

# Ironton Capital – The Investment Team



**Brent Guyor, CEO**

- 25+ years RE Acquisition, Development, Land Use across multiple states
- 15+ years Owning & Managing Rental Properties
- 20%+ IRR lifetime investment record
- \$1B+ in transactions successfully completed
- VP of Acquisitions, Centex Homes, West Division
- Former Director of Finance, Intrawest, CO Region
- Former Accountant, KPMG, specializing in Mortgage Banking



**Richard Landry**

- Responsible for leading investment procurement & research at Ironton
- Former CFO of BOD Capital, a \$160mm AUM multifamily value-add PE firm
- Former CIO of a \$2B Family Office
- Led capital markets & corporate advisory services for a boutique investment bank, & quantitative research for hedge funds
- 10+ years experience in private equity, corporate finance, hedge fund, investment banking industries



**Lon Welsh, Founder**

- 8+ years in strategy consulting: Deloitte, Accenture
- 20+ years of commercial RE acquisition, development
- 20%+ IRR over lifetime
- Founder / CEO largest independent Colorado brokerage, Your Castle RE, 750+ agents, 5,200+ annual deals, \$2+ billion annual sales; Exit to P.E.
- Founder of First Alliance Title, large title and escrow company, Exit to Compass
- On Board of Directors for Denver Zoo, Boys and Girls Clubs Denver and the Denver Ronald McDonald House



# Ironton Capital – Accounting, tax, and audit support



## Tax Preparation – Sammells & Associates

Sammells & Associates, CPAs handles all tax preparation and compliance for MTI. With over 25 years of experience serving private clients and investment funds, the firm ensures accurate, timely filings and strict adherence to IRS requirements.

[www.sammellscpa.com](http://www.sammellscpa.com)

## External Audit – Holthouse, Carlin, Van Trigt LLP

HCVT, a top-100 CPA firm nationally, is engaged to perform an annual independent audit of MTI's financials. Their role reinforces transparency, validates fund performance, and enhances investor confidence through third-party verification.

[www.hcv.com](http://www.hcv.com)

# Executive Summary – MTI



## EXPECTED REALIZED IRR

- Fixed at 11-13% per year, depending on AUM with Ironton Capital

## PREFERRED DIVIDENDS

- Paid quarterly, with an initial prorated dividend included based on the date of each investment—whether it's the first or any subsequent contribution

## ACCESS TO PRINCIPAL

- One year lockup; redemption available on three months notice after lockup
- I/O period ends in June 2031 with principal amortization beginning thereafter until full payback of principal in June 2034. (The fund retains discretion regarding the exact amortization start.)

## SPONSOR'S INVESTMENT STRATEGY

- Sponsor provides financing solutions for Medical Service Providers (MSPs), via Letter of Credit (LOC) advance against outstanding medical receivables, or discounted purchase of Letter of Protection (LOP) receivables
- Interfaces with attorneys and Medical Service Providers (MSPs), to originate, underwrite, and collect. Generate cash flows from outstanding billed receivables
- Investment is not correlated to interest rates, stock market, or other asset classes.



# Ironton Capital Track Record (IRR are net of all fees)



## INVESTMENT HISTORY – INCOME FUNDS

Fund	Year	Jan 2025 Projected IRR*
STI Short Term Income	2022 to present	7-8%
MTI Med Term Income	2023 to present	11-13%

## INVESTMENT HISTORY – GROWTH FUNDS

Fund	Year	Jan 2025 Projected IRR*
NDF 1 National Diversified	2019/20	14.0% <i>(5 of 8 investments sold)</i>
NDF 2 National Diversified	2020	16.5% <i>(1 of 8 investments sold)</i>
NDF 3 National Diversified	2020/21	16.0%
NDF 4 National Diversified	2021/22	18.5%
NDF 5 National Diversified	2022	13.8% <i>(1 of 11 investments sold)</i>
NDF 6 National Diversified	2023	9.3%
NDF 7 National Diversified	2023/24	15.3%
NDF 8 National Diversified	2024	17.4%
NDF 9 National Diversified	2024	17.3%
NDF 10 National Diversified	2025	19.0%

\*Latest Quarterly Update provided upon request. Book an appointment at [IrontonCapital.com/booknow](https://IrontonCapital.com/booknow)

# Medical A/R Market Opportunity



## The Problem

- **Delayed Payments:** Physicians treating personal injury cases often wait 4–48 months for insurance reimbursements.
- **Reduced Collections:** On average, doctors recover only ~60% of what they're owed.
- **High Administrative Burden:** Billing and documentation processes can cost \$200K+ annually.
- **Cash Flow Strain:** Doctors still have to cover payroll and rent while waiting for payments.

## The Solution

- **AR Funding Program:** Sponsor advances payment to doctors immediately and takes over the billing, documentation, and collections.
- **Full-Service Outsourcing:** The Sponsor handles evaluation, underwriting, audit, billing, and collection.
- **Physician Focus:** Doctors get paid upfront and can focus on patient care—not paperwork.

## The Opportunity

- **Recurring Income:** Backed by valid personal injury claims and legal documentation.
- **Scalable Demand:** Common pain point among physicians across the country.
- **Attractive Yield:** Predictable cash flow for investors, secured by insurance receivables.

# Diversification & Risk Mitigation



- Over 25,000 individual AR invoices
- Typical file value under \$10,000 (limited insurance push back, unless invoice information is incomplete)
- Invoices acquired/financed at 25-35% of face value
- Partnering specifically with medical and legal providers with a solid track record in the medical receivables business
- The Sponsor's agreement with medical providers includes a "stop-loss" clause, providing downside protection from any invoices deemed uncollectable within 24-30 months

# MTI Track Record

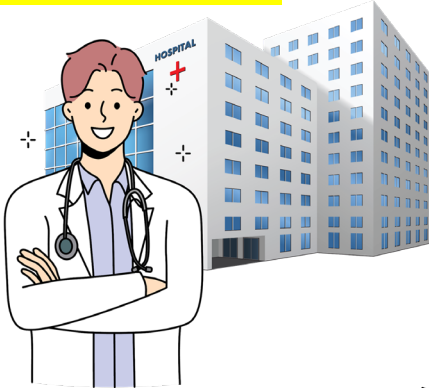


- Ironton Capital Fund Inception: 2023
- Sponsor's Inception: 2016
- **Target Return: 11–13% annual fixed rate**
- Distributions to Date: Over \$3,000,000 paid to investors
- **Distribution Frequency: Quarterly**
- Payment Consistency: 100% on-time since inception
- Principal Losses: None

# How does it work?

## Medical Accounts Receivable (AR) – Case Study 1 of 5

1. Dr Smith treats accident victims.



2. He works with personal injury attorneys that refer business to him.



Valid personal injury claims must be paid.

4. The treatment is not billed to Tom the patient, but instead, to the attorney.

5. The attorney collects the medical fees from the insurance company.

Don't bill to Tom.



3. Dr Smith sees Tom, a patient who was in an accident.



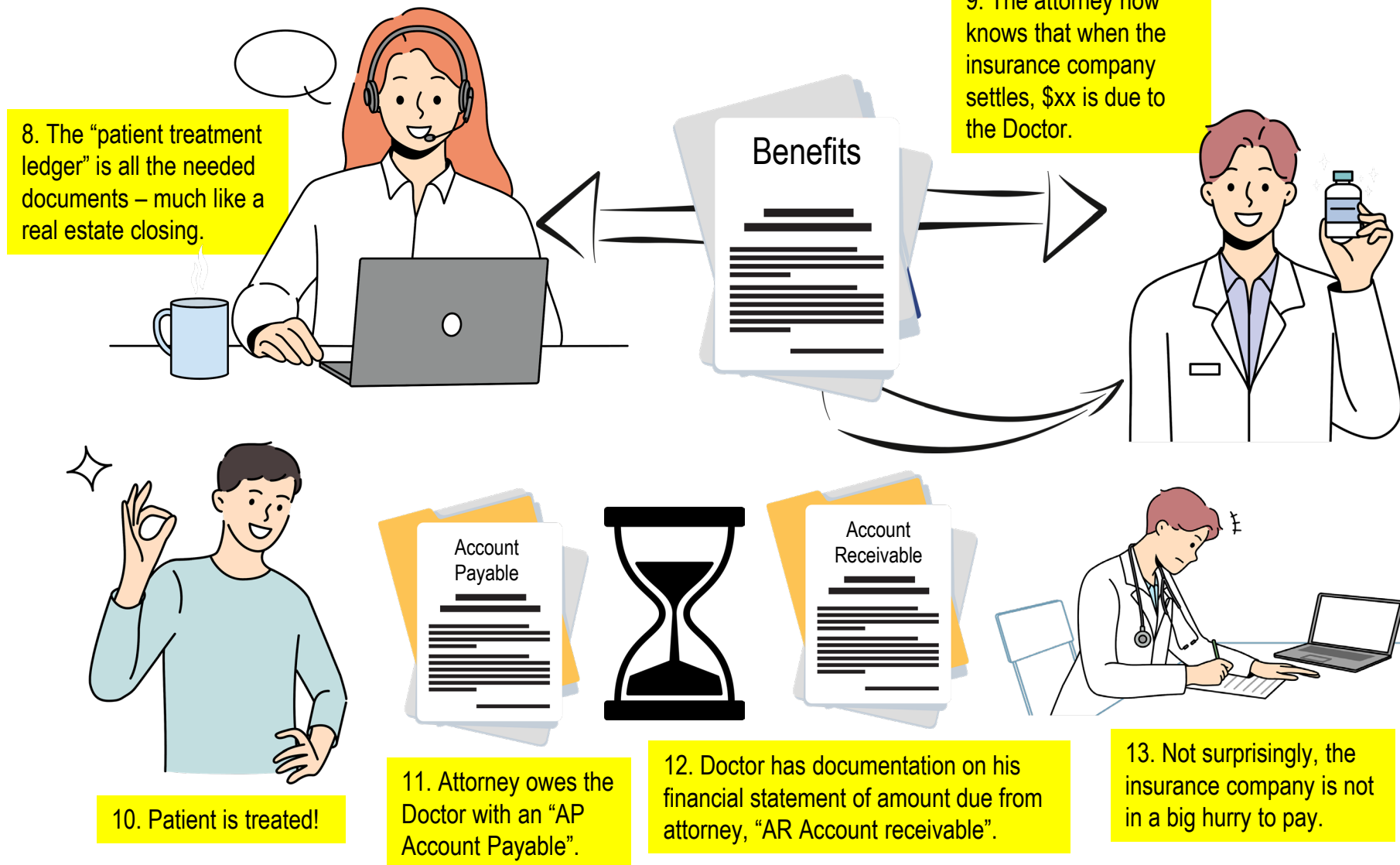
6. Dr Smith's billing assistant looks up the standard fees for the medical procedures and bills the attorney.



7. The medical bill is bundled with all other needed documentation to make a complete package.

# How does it work?

## Medical Accounts Receivable (AR) – Case Study 2 of 5



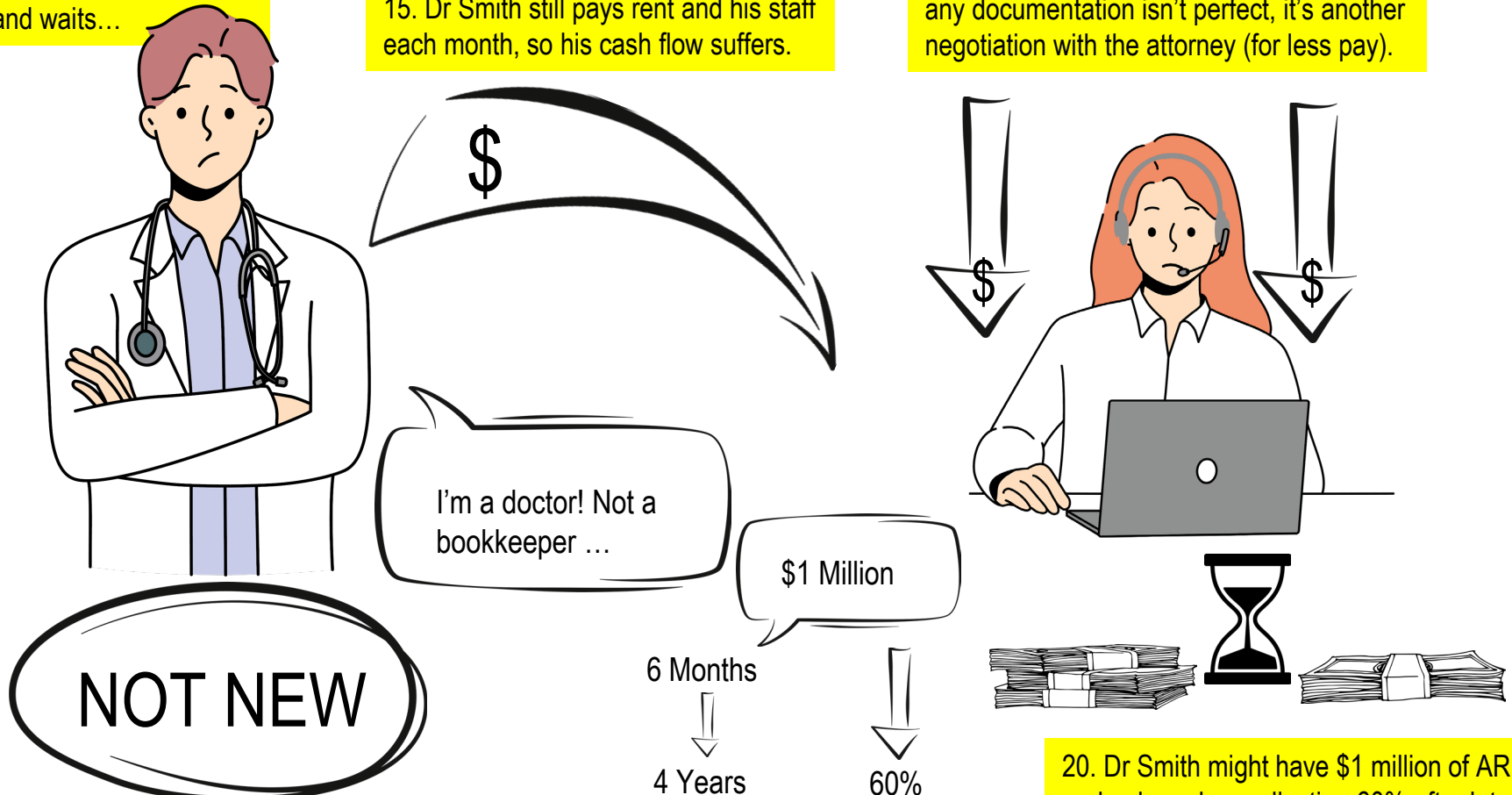
# How does it work?

## Medical Accounts Receivable (AR) – Case Study 3 of 5

14. Dr Smith waits...  
and waits...

15. Dr Smith still pays rent and his staff  
each month, so his cash flow suffers.

16. Eventually the insurance pays, but if  
any documentation isn't perfect, it's another  
negotiation with the attorney (for less pay).



17. This happens to Dr Smith  
and other physicians all the time.

18. He (and his team)  
hate the paperwork,  
too.

19. Typically, payments are  
delayed 4 to 48 months.

20. Dr Smith might have \$1 million of AR,  
and only end up collecting 60% after lots of  
delays. His billing team could incur up to  
\$200K in payroll to process!!

# How does it work?

## Medical Accounts Receivable (AR) – Case Study 4 of 5

21. Dr Smith needs an easier way. Our Sponsor pays him NOW and then is responsible for managing all the documentation. He can focus on being a Doctor.



- ❌ WAITING MONTHS FOR PAYMENTS
- ❌ COLLECTION \$ EATING INTO PROFIT

22. No more paperwork nightmare.



# How does it work?

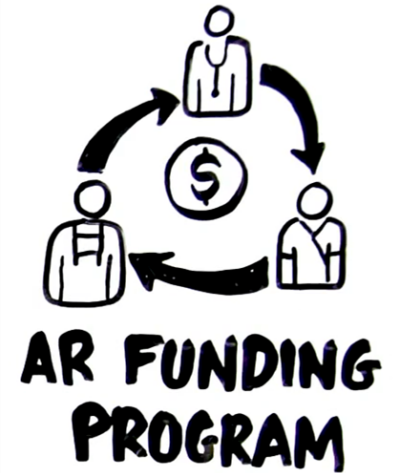
## Medical Accounts Receivable (AR) – Case Study 5 of 5



23. Our Sponsor, in addition to providing an advance on AR, is the outsource solution for the billing process



- Evaluate
- Process
- Underwrite
- Audit
- Fund
- Bill
- Collect



24. The Sponsor can consistently pay investors that provide capital and the Doctor.

# Due Diligence – MTI2 Sponsor

## Operational

- In-person due diligence of Sponsor's headquarters and platform companies
- Thorough review of all operations, entities, and their respective operational functionalities
- Randomized selection of portfolios to assess for "ghost" documentation and empty filings

## Financial

- Analyzed pro-forma based on underwriting criteria, using past performance and data as a proxy
- Reviewed receivables, collection-to-cash conversion; formal in-person review with Sponsor's Chief Financial Officer and Director of Acquisitions
- Due Diligence call with past auditor; no material events, material accounting errors, or willful negligence flagged

## Third Party Due Diligence

- Due diligence calls with previous auditing firm (lead individual & Partner), 20 yr personal injury attorney, medical service provider acquirer, and two institutional investors
- All above parties (excl. auditor), recurrently invest in the Sponsor's funds, or select the Sponsor as the manager of their receivables
- Outstanding reviews of conduct, honoring handshake agreements, optimization of portfolio performance, and keen understanding of the asset class

# Sponsor's Track Record



- Executive team has over 20 years of experience in the medical industry; private & public companies, R&D, and alternative financing,
- Core team began operations as originators and servicers for medical facilities and hedge funds; originating over \$900M in receivables since 2012, over 500 portfolio transactions,
- Long-standing industry relationships and extensive network of attorneys and medical service providers. Proven track record of providing viable funding solutions; weighted average life of approximately 18 months,
- Sponsor never experienced a loss of principal and has never missed a distribution since fund inception in 2016.

# Expected Costs & Returns



<b>Target <u>net</u> return (IRR)</b>	<b>11-13% annual return, with distributions paid quarterly.</b>
<b>Term</b>	One year lockup; redemption available on three months notice after lockup Principal amortizes on year 7 for full exit on year 10
Preferred returns paid to LP (Limited Partner) investors based on total AUM (assets under management) with Ironton.	<p>Annual, non-compounding rates. Distributions are paid quarterly.</p> <ul style="list-style-type: none"> <li>• Less than \$100K: 11.0%</li> <li>• \$100K - \$499K: 11.5%</li> <li>• \$500K - \$999K: 12.0%</li> <li>• \$1M - \$4,999M: 12.5%</li> <li>• \$5M and over: 13.0%</li> </ul> <p>In the event the Sponsor doesn't pay a quarterly distribution, the preferred return accrues and is paid at a later period after collection.</p>
<b>GP invest own funds?</b>	<b>Yes, 10%+</b>
One-time acquisition fee	None.
Annual management fee	Not applicable.
One-time disposition fee	No liquidity in first year; fee not applicable
Liquidity	One year lockup; funds available on three months notice after that year
Other expenses	No fees to Limited Partners, Ironton absorbs tax prep and other fees

# What Our Investors Say



“Before Ironton, the performance of my retirement assets had been inconsistent at best even under professional management. I believe I have moved my money from an unpredictable market subject to many economic factors and significant risk, to a fundamentally sound business model that is a hedge against inflation. I have confidence in the leadership/management team at Ironton and would recommend their funds to family and friends with confidence.” ~ John S.

“I had set a goal years ago of how much I wanted to generate in passive income from equity produced by my hard work as the owner of a small business for 13 years. Based on the projected returns on the National Diversified Funds as well as periodic cash flows generated by the Short and Mid Term Funds, I’ve been able to establish a profile of investments that is anticipated to outperform my original goals. This relationship has allowed me to move from active to passive income.” ~ Justin H.

“We all know that interpreting current market conditions and determining where to invest is incredibly challenging in this environment right now. I have always been ready to invest in Ironton Capital funds. Lon has a freakish ability to understand and analyze real estate deals. Lon has surrounded himself with a great team of like minded experienced investors that know where and when to direct funds for maximum gain.” ~ Tom M.

# Next Steps!



**You must be an accredited investor by meeting one of these criteria:**

- Single household income over \$200,000 in two or more recent years
- Dual HH income over \$300,000 in two or more recent years
- Investable assets over \$1,000,000 (excluding primary residence)

**We would love to hop on the phone with you and answer all your questions!**

Please use this direct link to book a 15 minute call with our Investors Relations Team. If you are already working with our team members, you will be able to choose their name from the dropdown menu and find a time that fits your schedule.

<https://irontoncapital.com/booknow>

## What is your family's favorite charity?

The GP's have donated over \$250,000 to these charities in the past five years. We are excited to give more as we succeed together. We plan to donate at least 10% of our profits either to local charities, or non-profits chosen by the limited partners so let our IR team know your family's favorite charity!

