

Growth financing that fits your business

Unlike the cookie-cutter approach of banks or buyout firms, our investments are structured with your goals in mind.

EXPLORE INVESTMENTS

OUR APPROACH

GROWTH FUNDING GEARED TO OWNER-OPERATED BUSINESSES

The combination of a short-duration loan and minority equity stake that offers company owners an alternative form of growth financing:

- › **more** capital availability and flexibility than bank debt
- › **less** dilution and fewer control restrictions than buyout firms require
- › **help** from a collaborative, value-added partner



(<https://lateralim.com/wp-content/uploads/2018/07/chart.jpg>)

"This financing partnership with Lateral enables us to ramp up our manufacturing and to significantly expand our national marketing efforts."

- Chuck Huebner, CEO Dacor Inc.

Credit Opportunities Fund

- › Closed end, 5 year drawdown fund
- › Current yield from collateralized senior secured loans
- › Potential upside from private equity stakes

Credit Income Fund

- › Multi-tranche preferred return income fund
- › Quarterly and annual subscriptions and redemptions
- › Investors select which tranche fits their risk profile

FOR BUSINESS OWNERS

Flexible Financing

- › Focused on the unique needs of lower middle market business in asset-intensive industries
- › \$10-50 MM in growth capital over the life of an investment
- › Capital availability and structure suited to discontinuous growth needs
- › Support from Lateral's team and advisors in recruiting, financial systems and sales

BRIDGE FINANCING

Transitional capital to support a business at a key inflection point supported by new contracts or a significant increase in backlog that result in discontinuous revenue growth from prior years

SPECIAL SITUATIONS

Financial restructuring for healthy businesses with stressed or distressed capital structures such as debtor-in-possession financing, rescue financing or post turnaround financing

GROWTH CAPITAL

Capital to scale the revenue of a proven business, significantly enhance operating leverage and increase overall profitability

ACQUISITION FINANCING

Financing and transactional support for mergers or tuck-in acquisitions that transform the operating scale of the business or significantly extend an existing business line into new products or geographies

STRUCTURED FINANCE

Financing for pre-securitization scale specialty finance companies which are balance sheet constrained and produce self-liquidating pools of structured financial contracts, such as leases, subscriptions and insurance policies.

OUR PORTFOLIO

ALL INVESTMENTS

CURRENT INVESTMENTS

PREVIOUS INVESTMENTS



MEET THE TEAM



RICHARD DE SILVA

Managing Partner

[view profile](#)



KENNETH MASTERS

Managing Partner

[view profile](#)





PATRICK FEENEY

Managing Director

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MARGRET (MAGS) HARDARDOTTIR

Managing Director

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ANTHONY LUBIANO

CFO & Chief Compliance Officer

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CASEY O'ROURKE

Director of Business Development

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CHRIS HATFIELD

Associate

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CLAIRE HICKEY

Operations Manager/Deputy Compliance Officer

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ERIC KIRCHBLUM

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