# WHY DLA?

DLA Capital partners with lenders and borrowers alike, offering practical guidance in times of distress. Our senior advisors know the right questions to ask, and the steps to follow to stabilize companies, preserve cash, diagnose the issues, and implement a restructuring plan.

## ✓ Singular Middle Market Focus

We don't flex down to middle market in slow periods, we are the middle market. We work with family-owned businesses and founder led firms. Our firm has deep relationships with over 1,400 strategic and financial investors in the lower middle market space

## ✓ Led by A Former Workout Lender

Our team is led by a former commercial lender, classically trained in the Five C's of credit with workout lending experience and aware of the particular concerns banks face when addressing challenged assets.

## ✓ Cost Effective One Stop Advisory

From capital raising to divestitures, to bankruptcy advisory, DLA has a solid understanding of operational restructuring and financial structuring across various sectors. Whether the borrower needs an equity recap or takeout debt financing, our deep relationships with strategic and financial investors enhance the negotiation process and increase the likelihood of a favorable close, or if necessary, we will handle the bulk sale of assets and liquidations.

**We transform organizations and take businesses to the next level.**

# OUR SERVICES

## M&A and Capital Advisory

- Senior debt
- Equity, preferred, convertible & option/warrants
- Buyouts, recapitalization, and carve-outs
- Control and minority investments
- Management transitions or remaining in place
- Joint ventures and strategic partnerships

## Operation and Liability Management

- Addressing defaults, maturities and other capital structure constraints
- Cash flow forecasting and balance sheet deleveraging
- Structuring M&A and other strategic transactions for companies with over-leveraged capital structures
- Review current business plan
- Evaluate organizational structure

## Restructuring Advisory

- Restructuring existing debt and equity securities
- Planning, structuring, negotiating, and implementing a restructuring process on behalf of debtors and creditors
- Managing negotiations with lenders, debt holders, trade creditors, and official Chapter 11 committees
- Procurement of financing regardless of market conditions

## OUR CLIENTS

**Typical Size**

| | |
|---|---|
| **Debt** | *$10M - $200M+* |
| **Equity** | *$5M - $100M+* |

### Industry Focus

- Restaurant & Retail
- Hospitality
- Real Estate
- Financial services
- Technology / SaaS
- Consumer Products
- Manufacturing
- Shipping / Transportation
- Infrastructure

*Securities Products and Investment Banking Services are offered through BA Securities, LLC. Member FINRA SIPC. DLA LLC and BA Securities, LLC are separate, unaffiliated entities.*

DLA Capital Advisors

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