

Press Release



Siguler Guff Raises \$300 Million to Seed Small Business Lending Platform

NEW YORK and BOSTON, October 13, 2017 – Siguler Guff, a multi-strategy private equity investment firm with \$12.6 billion of assets under management, announced that it has closed its first commingled fund to target the small business lending space, the Siguler Guff Small Business Credit Opportunities Fund, LP (“SBCOF”). While raising SBCOF, Siguler Guff has also raised additional capital through separate account structures with similar mandates, bringing total capital raised to over \$300 million to target this investment opportunity.

Siguler Guff has been a leading equity investor in the U.S. small and lower middle market buyout space since 2004 through the Firm’s Small Buyout Opportunities Funds and, beginning in 2015, identified a unique opportunity to leverage this presence by investing debt capital directly into deals originated by the Firm’s many fund sponsor relationships. SBCOF offers investors access to an attractive but difficult to reach market through a variety of debt investments that can provide strong current yield and risk-adjusted returns.

The small business lending platform is led by Sean Greene, Managing Director, who previously served as Associate Administrator for Investment and Special Advisor for Innovation at the U.S. Small Business Administration (SBA). While at the SBA, he was responsible for the Small Business Investment Company (SBIC) program, a growth capital program that currently has over \$29 billion of assets under management.

Mr. Greene commented, “Since the launch of the platform, we have invested over \$120 million of mezzanine and unitranche debt in small businesses and have already had three successful realizations. In the crowded private credit market, we differentiate ourselves with our focus on the underserved lower middle market, unique origination capabilities from our network of sponsor relationships, and a proven formula to mitigate risk in small business investing.”

Drew Guff, Managing Director and Founding Partner of Siguler Guff, added, “We are pleased to announce the official launch of our small business lending investment platform. This new strategy is a continuation of the Firm’s opportunistic focus on market niches and ability to evolve our product offerings based on current market opportunities. We look forward to leveraging our leading presence in the small and lower middle market to source top-tier opportunities for investors of our small business lending platform.”

About Siguler Guff:

Siguler Guff is a multi-strategy private equity investment firm which, together with its affiliates, has \$12.6 billion of assets under management. With more than 20 years of experience investing as a firm in the private markets, Siguler Guff seeks to generate strong, risk-adjusted returns by focusing opportunistically on market niches. Siguler Guff’s investment products include multi-manager funds, direct investment funds and customized separate accounts. The Firm currently serves over 500 institutional clients and more than 800 family office and high net worth investors. Headquartered in New York, Siguler Guff maintains offices in Boston, London, Moscow, Mumbai, São Paulo, Shanghai, Seoul, Tokyo and Sugar Land, Texas. To learn more about Siguler Guff, please visit www.sigulerguff.com.

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