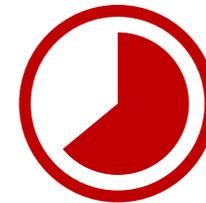
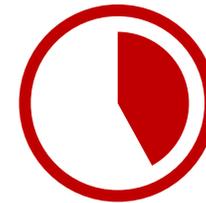


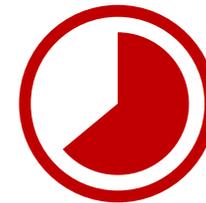
# Most American workers struggle with financial insecurity.



64% living paycheck-to-paycheck<sup>[1]</sup>



42% feel somewhat or very financially insecure<sup>[2]</sup>



56% do not have savings to cover \$1,000 in unplanned expenses<sup>[3]</sup>



[1] 48% of Americans with Annual Incomes over \$100K live paycheck to paycheck", LendingClub, March 3, 2022.

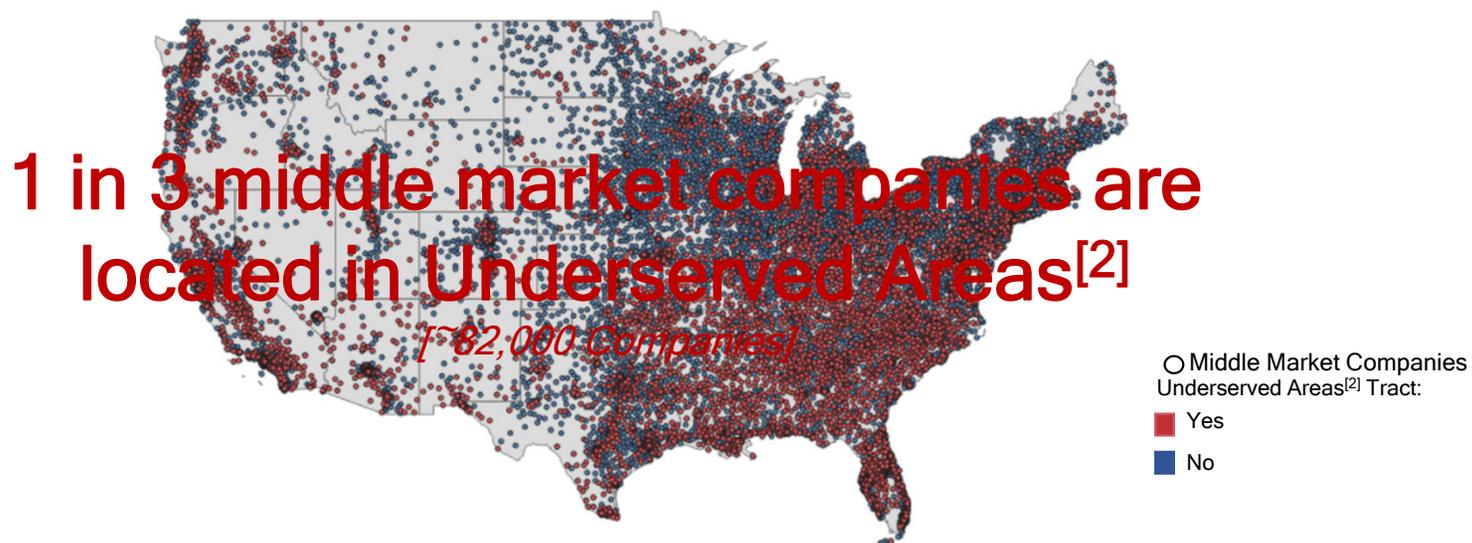
[2] "BPC Survey Underscores Americans' Financial Fragility, Demand for Workplace and Policy Innovation", Bipartisan Policy Center, April 12, 2022.

[3] "Less than half of Americans have savings to cover a \$1,000 surprise expense", Bankrate, January 19, 2022.

## THE OPPORTUNITY

# Navigating Untapped Opportunity Hiding In Plain Sight

The Middle Market comprises 260,000 companies across the U.S.<sup>[1]</sup>



[1] Dun and Bradstreet, Preqin and Advantage Data (Pulled from SEC Edgar as of Q4 2021). "Middle Market" is defined as a private company with annual revenue between \$50M-\$1B. Statistics regarding BDC financing are offered as an illustrative example of the broader private capital market.

[2] This includes borrowers located in and/or with a majority of operations in low- and moderate-income ("LMI") areas, Empowerment Zones, as defined in Empowerment Zones and Enterprise Communities Act of 1993, as amended ("Empowerment Zones"), Opportunity Zones, as defined in the U.S. Tax Cut and Jobs Act of 2017 ("Opportunity Zones") and/or any areas targeted by a government entity for redevelopment or to revitalize or stabilize designated disaster areas (such areas, together with Opportunity Zones, Empowerment Zones and LMI areas, "Underserved Areas"). Under applicable CRA regulation, LMI is defined as family income that is less than 80% of an area's median family income in a census tract.

## THE OPPORTUNITY

# Vast Opportunity Set in the U.S. Middle Market

### Robust Scale

- If the U.S. middle market were its own country, it would be the *world's 3<sup>rd</sup> largest economy.*<sup>[1]</sup>

### Seasoned Operators

- The average age of U.S. middle market companies is *31 years.*<sup>[2]</sup>

### Significant Revenue

- The U.S. middle market companies generated *more than \$10 trillion* in revenue in 2021, representing *~40% of U.S. GDP.*<sup>[1]</sup>

[1] RSM US Middle Market Business Index  
[2] Harvard Business Review, March 2021

PLACE-BASED APPROACH

# Why Does Place Matter?

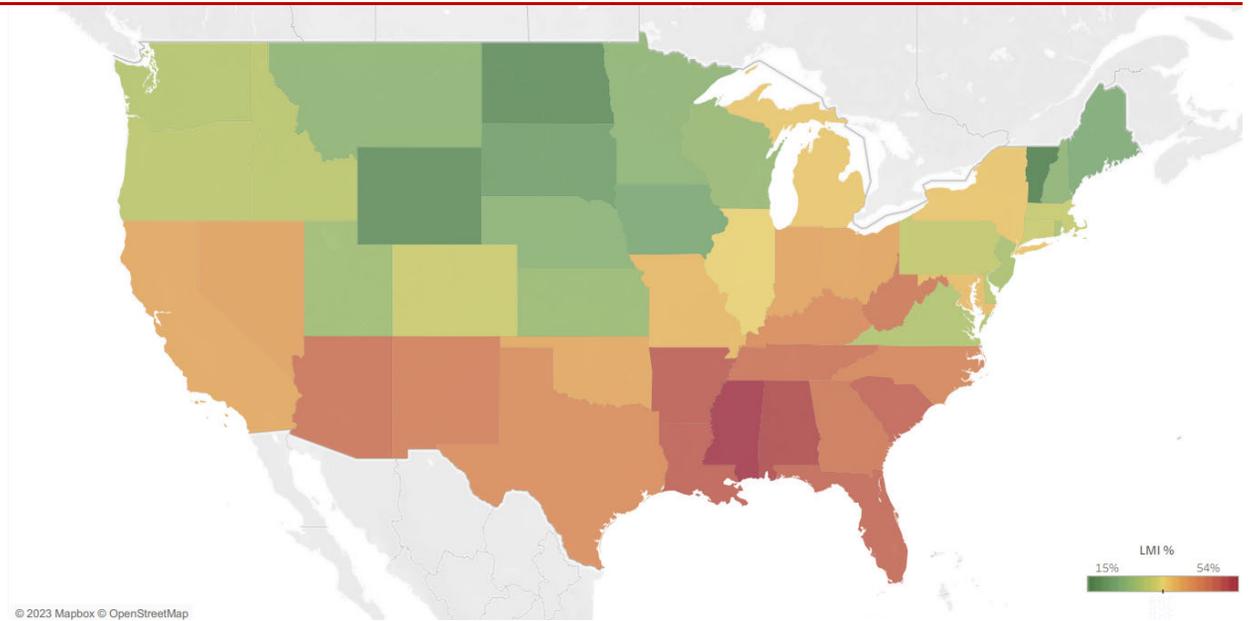
Lafayette Square uses publicly available Census Bureau data to identify low-and-moderate income areas. **A low-income community means there is a median family income of less than 50 percent of the area median income.**

LMI Areas<sup>[1]</sup>

**37 Percent**  
Low-to-Moderate Income Rate

**12.8 Percent<sup>[2]</sup>**  
Poverty Rate

**10.2 Percent**  
Uninsurance Rate



[1] Prosperity Scorecard Data as of 2021

[2] States are deemed under this category if the state has an asset limit in place for major public benefits (TANF or SNAP)