Lafayette® Square •

# Lafayette Square USA, Inc.

June 30, 2024



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Worker Solutions is Lafayette Square's managerial assistance platform designed to connect portfolio companies with enhanced benefits to improve recruitment, retention, and productivity. We support portfolio companies through:

- · Incentives, including provider discounts negotiated on behalf of portfolio companies
- · Analytics on human capital trends and benefits utilization
- · Services for employers through vetted third-party solutions providers
- · Consultation for portfolio company management teams and HR leaders



#### Financial Well-Being

- Matched savings
- Financial coaching
- · Credit building through rent payments
- Micro-loans
- · Student loan repayment
- Homebuyer assistance

#### **Education & Training**

- · Inclusive hiring
- Workforce development
- · Career pathway advice

#### Health

- Supplemental health care
- · Mental health education
- · Resource & benefit navigation

## **Recent Developments by Place**





**Four** new investments were made this quarter, adding four new locations to the BDC's geographical dispersion.

- 160 Driving Academy (Rock Gate Capital LLC)
   Chicago, IL
- Aymium (National Carbon CA, LLC)Gwinn, MI
- Better Car People (CentralBDC Enterprises, LLC)
   Monroe, NC
- PURIS Corp
   The Woodlands, TX

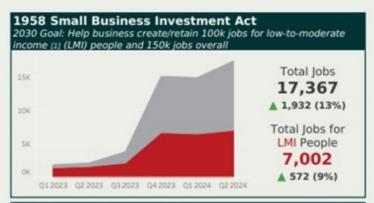




### **Trends in LMI Targeted Investments**



- Increase in net total jobs<sub>[2]</sub> due to addition of four new portfolio companies in the quarter. 9% increase in QoQ LMI individuals employed.
- 4% increase in QoQ capital allocated to LMI Targeted Investments<sub>[8]</sub> reaching a high of 59%.
- +\$42mm additional allocated capital towards LMI Targeted Investments (160 Driving Academy).

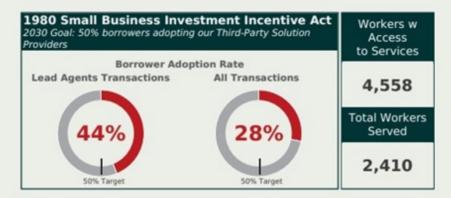


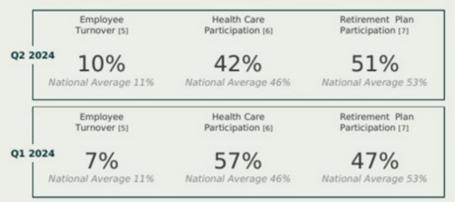




## **Expanding the Footprint of Worker Solutions®**

- **7 of 16 (44%)** portfolio companies where we were lead agent adopted Qualifying Human Capital Investments.[8]
- **5% QoQ increase** in Borrower Adoption Rate for lead agent transactions.
- **QoQ improvement** in retirement plan<sub>[7]</sub> participation.





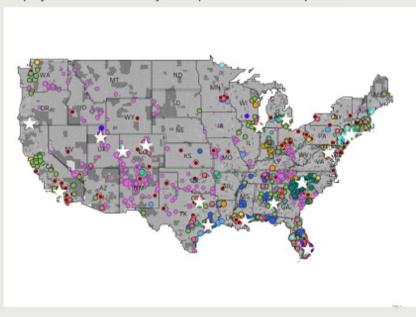


[1 - 7] Please refer to Slide 23 for footnote references in the tables and charts above.
[8] Worker Solutions coordinates directly with the human resources and personnel departments of our portfolio companies to (i) analyze their workforce, wages, and benefits, (ii) identify human capital challenges and benefits gaps, and (iii) recommend appropriate Third-Party Solution Providers and/or policy changes to existing workplace benefits (such recommendations defined as "Qualifying Human Capital Investments") that we believe would enhance employee well-being and improve retention.



## Worker Solutions® Dashboard

#### Employee Locations of Lafayette Square Portfolio Companies



	HR Policy Changes	Impact Allies Deployed	Total	
Total	6	8	14	
Global K9 Protection Group, LLC	3	2	5	
Zero Waste Recycling, LLC	0	1	1	
Break The Floor Productions LLC	3	0	3	
Direct Digital Holdings, Inc.	0	2	2	
Standard Real Estate Investments	0	1	1	
Rotolo Consultants, Inc.	0	1	1	
Best Friends Pet Care, Inc.	0	1	1	

LMI Census Tract
Non-LMI Census Tract
☆ Portco Headquarters
Rotolo Consultants, Inc.
Synergi, LLC
<ul> <li>Dartpoints Operating Company, LLC</li> </ul>
Medical Specialists of the Palm Beaches, Inc.
Ironhorse Purchaser, LLC
Dance Nation Holdings, LLC
M&S Acquisition Corp
Best Friends Pet Care Holdings, Inc.
Critical Nurse Staffing, LLC
Café Zupas Franchising, LLC
GK9 Global Companies, LLC
Zero Waste Recycling, LLC
Direct Digital Holdings, LLC
Med Learning Group

Solution Providers Deployed					
Solution Provider	Portfolio Companies				
Sunny Day Fund Solutions Inc.	2				
HoneyBee	2				
Vault	1				
Neighborhood Trust Financial Partners	1				
Esusu Financial Inc	1				
Boom Pay, Inc.	1				



# **Worker Solutions® Results**



	Solution Name	Туре	Outputs	Worker Solutions Intended Outcomes
Portfolio Company #1				
Zero-interest emergency loans	Honeybee	Third-Party	55 employees (26% uptake)	Prevented debt
Portfolio Company #2				
Education benefits (student loan repayment, tuition reimbursement)	Vault	Third-Party	Onboarding	
One-on-one financial coaching	TrustPlus	Third-Party	7 employees (6% uptake)	Improved credit
				Increased savings
				Reduced debt
Portfolio Company #3				
Emergency savings benefits	Sunny Day Fund	Third-Party	67 employees (7% uptake)	Increased savings
Portfolio Company #4				
Credit-building through rent payments	Boom	Third-Party	42 Employees (8% uptake)	Improved credit
Emergency savings benefits	Sunny Day Fund	Third-Party	Onboarding	Increased Savings
HR Policy Changes - healthcare, retirement, and other	HR Policy Change (3)	HR Policy Changes	-	Increased Benefits Participation
Portfolio Company #5				
Zero-interest emergency loans	Honeybee	Third-Party	82 employees (8% uptake)	Prevented debt
Portfolio Company #6				
Credit-building through rent payments	Esusu	Third-Party	Onboarding	Improved credit
Portfolio Company #7				
HR Policy Changes - healthcare, retirement, and other	HR Policy Change (3)	HR Policy Changes		Increased Benefits Participation



- Note:
   Worker Solutions Intended Outcomes refer to metrics reported to and/or measured by Lafayette Square
   HR Policy Changes: The number in parentheses indicates that the portfolio company has deployed three HR policy changes.



## **Worker Solutions®: Third Party Solution Provider** Engagement Snapshot<sub>[1]</sub>

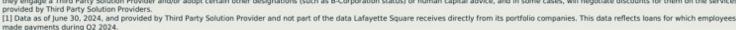


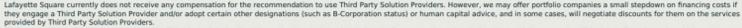
\$1,964 in zero-interest loans to portfolio company workers to manage their cash flow and avoid taking on high-interest debt in guarter ended June 30, 2024.

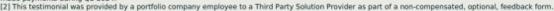
The top three purposes cited by portfolio company workers this reporting period for using no-cost assistance were:

- Other Expenses
- · High-Interest Debt
- · Emergency Cash















# Q2 2024 Highlights

Funding Update	Announcement of Hybrid Revolving Credit Facility with ING Capital, LLC
Performance Update <sup>1</sup>	<ul> <li>Net Investment income per common share of \$0.31¹</li> <li>Earnings per share of \$0.29</li> <li>Net Asset Value per share of \$14.89</li> <li>Total declared dividends of \$0.30 per share for the quarter ended June 30, 2024, representing an implied forward yield of 8.1%</li> </ul>
Portfolio Update	<ul> <li>Gross Assets growth of \$121.3 million in fair value for the quarter ended June 30, 2024</li> <li>93.4% of the investments in our portfolio at Fair Value have an Internal Performance Rating<sup>2</sup> of 2s, with the remainder with an Internal Performance Rating of 3</li> <li>Closed an additional \$12.5 million in investor capital commitments during the quarter ended June 30, 2024</li> </ul>
Balance Sheet Update	Total available liquidity of \$256.7 million





## **Quarterly Financial Results**

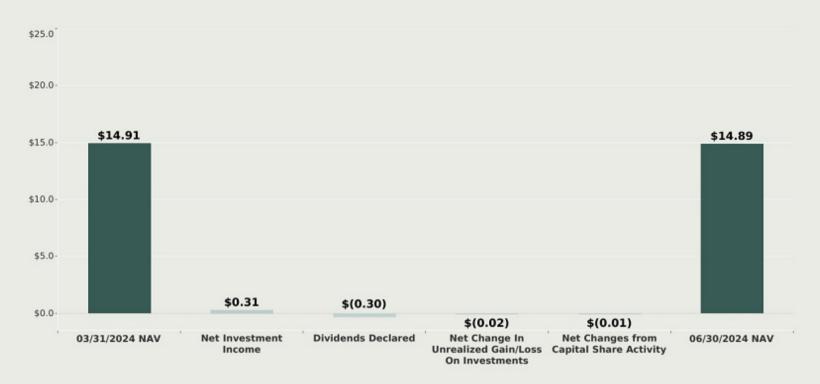
	Quarter Ended						
	June 30, 2023	September 30, 2023	December 31, 2023	March 31, 2024	June 30, 2024		
Net investment income (Loss) per share [1]	\$0.14	\$0.22	\$0.28	\$0.31	\$0.31		
Net Realized/Unrealized Gain (Loss) Per Share	•						
Net realized/unrealized gain (loss) per share	\$0.01	\$0.05	\$0.13	\$0.05	\$(0.02)		
Earnings Per Share							
Earnings (Loss) Per Common Share	\$0.15	\$0.27	\$0.41	\$0.36	\$0.29		
Dividends declared per share [2]	\$(0.30)	\$(0.20)	\$(0.30)	\$(0.30)	\$(0.30)		
Net Changes from capital share activity	\$0.07	\$ -	\$(0.09)	\$ -	\$(0.01)		
Net Asset Value Per Share	\$14.76	\$14.83	\$14.85	\$14.91	\$14.89		



Past performance is not indicative of future results.
[1] Net investment income per share data was derived by using the weighted average shares outstanding during the period.
[2] Dividends declared per share data for distributions reflects the actual amount of distributions declared during the period.









Note:
- The Per Share data was derived by using the weighted average shares of common stock outstanding during the period.
- Please see the BDC's August 2024 Form 10-Q filing for more detailed information relating to investment income.



## **Portfolio Highlights - New Originations**

	Quarter Ended				
	June, 2023	Sep, 2023	Dec, 2023	Mar, 2024	June, 2024
Portfolio Funds (Dollars in 000s)					
New Investment Commitments	\$18,035	\$45,250	\$161,802	\$84,813	\$119,500
Exit and Sales of investments [1]	\$ -	(\$2,940)	\$ -	\$ -	\$ -
Net Funds Growth [2]	\$18,035	\$42,310	\$100,119	\$55,532	\$91,787
Asset Mix of New Investments					
Senior Secured	100.0%	96.0%	97.0%	100.0%	98.3%
Unitranche	-	-	-	-	-
Junior Debt [3]	-	-	0.6%	-	-
Equity And Other Investments	1-	3.7%	2.4%	-	1.7%
Portfolio Rotation - Debt Investments					
Wt. Avg. Rate On New Investments [4]	12.9%	10.1%	12.1%	12.3%	11.6%
Wt. Avg. Spread Over The Applicable Base Rate Of New Floating Rate Investments [5]	S+7.83%	S+6.53%	S+6.56%	S+6.85%	S+6.12%
Wt. Avg. Interest rate on investments that paid-off	N/A	N/A	N/A	N/A	N/A

[2] Net funds growth includes the impact of new and upsized investments and exits of investments as noted in the table above, as well as other variables.
[3] Junior debt comprises subordinated debt and second lien loans.



<sup>[4]</sup> Weighted average interest rate on new loan investments is based on the contractual interest rate at the time of funding.

[5] Weighted average spread over the applicable base rate of new floating rate loan investments is based on the contractual interest rate spread at the time of funding. Applicable base rates include SOFR and Prime. For variable rate loans that have a SOFR and Prime Rate Option, the SOFR spread was used.



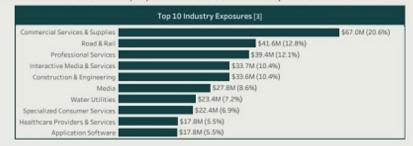
Portfolio Companies	Fair Value	Fair Value Avg FMV/PortCo		Floating Rate Loans
26	\$422.4M	\$16.2M	98.0%	97.6%
Average EBITDA (Portfolio Weighted Average)	Net Leverage (Portfolio Weighted Average)	Interest Coverage (Portfolio Weighted Average)	LTV (Portfolio Weighted Average)	Floating Spread (Portfolio Weighted Average)
\$26.7M	3.4x	2.7x	38.9%	6.7%
Weighted Average Duration (years) [1]	Weighted Average # of Covenants	Watchlisted Rate [2]	Non-Accrual Rate	FMV/Par

0.0%

Weighted average calculation is based on the fair value of the portfolio company investments. Net leverage and LTV statistics include debt that is both senior and pari-passu to the tranche of debt owned by the investment vehicle.



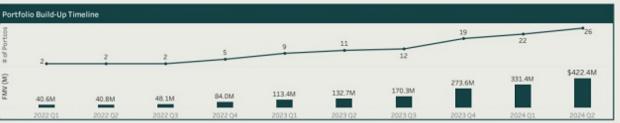
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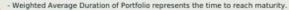
0.0%



3.7



\*Lafayette Square BDC's reporting period as of June 30, 2024 and underlying portfolio company financial data as of 06/30/2023. Company information is derived from the portfolio management infrastructure tools, WSO,



A portfolio company is placed on a "watchlist" when its rating is 4 or 5 on an investment rating scale of 1-5.

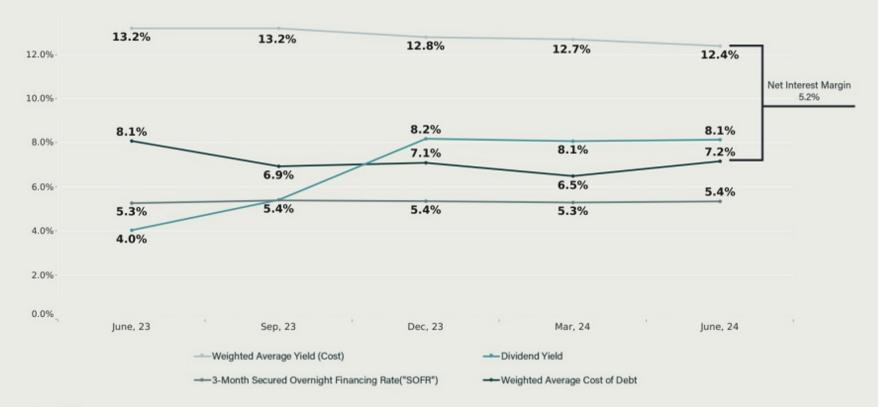
- Based on GICS industry codes.

- 160 Driving Academy also known as Rock Gate Capital, LLC.

99.7%









Weighted Average Yield at amortized cost and fair value of the portfolio. Does not represent the total return to stockholders.
 SOFR data source: <a href="https://www.cmegroup.com/market-data/cme-group-benchmark-administration/term-sofr.html">https://www.cmegroup.com/market-data/cme-group-benchmark-administration/term-sofr.html</a>

- Weighted Average Cost of Debt is calculated as (a) the actual amount of interest expenses incurred on debt obligations divided by (b) the daily average of total debt obligations.

# **Quarterly Statements of Assets and Liabilities**

			Quarter Ended			
(Dollar amounts in 000s, except share and per share data)	June, 2023	Sep, 2023	Dec, 2023	Mar, 2024	June, 2024	
	(unaudited)	(unaudited)	(audited)	(unaudited)	(unaudited)	
Assets						
Investments, at fair value	\$132,690	\$170,278	\$273,593	\$331,407	\$422,365	
Cash and cash equivalents	\$67,731	\$82,219	\$109,771	\$73,235	\$99,352	
Deferred financing costs	\$201	\$1,240	\$1,094	\$1,212	\$3,892	
Interest receivables	\$273	\$707	\$961	\$1,054	\$1,824	
Other assets	\$380	\$115	\$407	\$421	\$1,237	
Total Assets	\$201,275	\$254,559	\$385,826	\$407,329	\$528,670	
Liabilities						
SBA-guaranteed debentures	\$ -	\$31,000	\$31,000	\$38,400	\$82,500	
Secured borrowings	\$4,000	\$23,400	\$27,500	\$36,960	\$75,000	
Accounts payable and accrued expenses	\$2,234	\$1,244	\$1,277	\$947	\$894	
Distributions payable	\$1,297	\$2,614	\$3,937	\$6,475	\$6,738	
Due to affiliate	\$340	\$1,192	\$123	\$157	\$29	
Management fee payable	\$348	\$431	\$605	\$742	\$872	
Incentive fee payable	\$318	\$535	\$565	\$1,169	\$1,213	
Administrative services fee payable	\$143	\$251	\$885	\$500	\$ -	
Interest and financing payable	\$153	\$148	\$695	\$141	\$1,287	
Total Liabilities	\$8,833	\$60,815	\$66,587	\$85,491	\$194,299	
Total Net Assets	\$192,442	\$193,744	\$319,239	\$321,838	\$334,371	
Total Liabilities and Net Assets	\$201,275	\$254,559	\$385,826	\$407,329	\$528,670	
Net Asset Value per Share	\$14.76	\$14.83	\$14.85	\$14.91	\$14.89	
Asset coverage ratio	4911.0%	456.1%	645.7%	527.1%	288.0%	
Number of shares of common stock outstanding	13,038,253	13,068,112	21,502,768	21,584,341	22,458,336	



ote: Please see the BDC's August 8, 2024 Form 10-Q filing for more information regarding Assets and Liabilitie

# **Quarterly Operating Results**

			Quarter Ended			
(Dollar amounts in 000s, except share and per share data)	June, 2023	Sep, 2023	Dec, 2023	Mar, 2024	June, 2024	
	(unaudited)	(unaudited)	(audited)	(unaudited)	(unaudited)	
Investment Income						
Interest income	\$4,329	\$5,723	\$7,378	\$10,552	\$12,350	
Dividend and fee income	\$5	\$18	\$42	\$213	\$340	
Total Investment Income	\$4,334	\$5,741	\$7,420	\$10,765	\$12,690	
Expenses						
General and administrative expenses	\$678	\$601	\$650	\$414	\$841	
interest and financing expenses	\$548	\$307	\$856	\$922	\$1,625	
Professional fees	\$259	\$449	\$571	\$293	\$678	
Administrative services fee	\$172	\$251	\$885	\$506	\$500	
Management fee	\$348	\$431	\$605	\$742	\$872	
Directors' fees	\$80	\$80	\$80	\$80	\$80	
Offering expenses	\$75	\$ -	\$ -	\$ -	\$ -	
Organizational costs	\$52	\$46	\$ -	\$ -	\$ -	
ncentive fee - net investment income	\$319	\$535	\$565	\$1,169	\$1,213	
xpense support reimbursement	\$329	\$123	\$ -	\$ -	\$ -	
Total Expenses	\$2,860	\$2,823	\$4,212	\$4,126	\$5,809	
Net Investment Income after Tax	\$1,474	\$2,918	\$3,208	\$6,639	\$6,881	
Net Gain (Loss) on Investments						
Net realized gain (loss) on investments	\$ -	\$ -	ş -	\$ -	\$ -	
Net unrealized appreciation (depreciation) on investments	\$164	\$558	\$1,472	\$1,229	(\$400)	
Net gain (loss) on investments	\$164	\$558	\$1,472	\$1,229	(\$400)	
Provision for taxes on realized gain and unrealized appreciation on investments	\$ -	\$ -	\$ -	\$ -	\$ -	
Net Increase (Decrease) in Net Assets Resulting from Operations	\$1,638	\$3,476	\$4,680	\$7,868	\$6,481	
Per Share Data [1]						
Net Investment Income Per Share	\$0.14	\$0.22	\$0.28	\$0.31	\$0.31	
Earnings (Loss) Per Share	\$0.15	\$0.27	\$0.41	\$0.36	\$0.29	
Distributions declared and paid	\$2,589,188	\$2,613,622	\$3,936,605	\$6,475,302	\$6,737,500	
Weighted average shares of common stock outstanding	10,859,486	13,053,832	10,910,180	21,581,652	22,178,576	



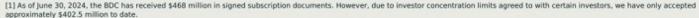




## **BDC Liquidity as of June 30, 2024**

Lafayette Square USA, Inc. has \$256.7 million of available liquidity including cash & cash equivalents and financing facilities.

Equity 🖂		Debt <sub>[2]</sub>		Overall
<b>\$402.5M</b> Closed Commitments	+	<b>\$260.4M</b> Commited [3]	=	<b>\$662.9M</b> Committed
<b>\$327.7M</b> Called Commitments	+	<b>\$177.9M</b> Drawn	=	<b>\$505.6M</b> Drawn
<b>\$74.8M</b> Uncalled Commitments	+	<b>\$82.5M</b> Undrawn	=	<b>\$157.3M</b> Undrawn
				<b>\$99.4M</b> Cash & Cash Equivalents
				<b>\$256.7M</b> Available Liquidity





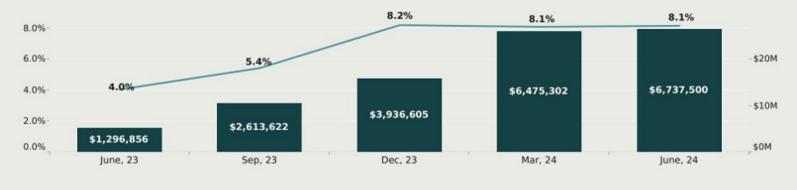
<sup>[2]</sup> As of June 30, 2024, the SBIC has \$82.5 million in SBA-guaranteed commitments, of which \$82.5 million has been drawn. SBA regulations currently permit the SBIC to borrow up to \$175.0 million in SBA-guaranteed debentures to the extent the SBIC has at least \$87.5 million in regulatory capital (as defined by SBA regulations). On July 3, 2024, the SBIC submitted its application to the SBA for an additional \$82.5 million in SBA-guaranteed commitment which will bring its total commitment to \$165 million and is included in the liquidity table.

<sup>[3]</sup> Represents current financing facilities including initial financing of \$75 million from ING Credit Facility, with access to uncommitted accordion feature that could allow up to \$250 million in financing with the addition of other lenders.



#### Distributions Data [1]

Date Declared	Record Date	Payment Date	Frequency	Total Amount	Total DRIP Shares	Total Shares
4/21/2023	4/21/2023	5/15/2023	Quarterly	\$1,292,331	30,168	8,615,541
6/23/2023	6/23/2023	8/14/2023	Quarterly	\$1,296,856	29,859	8,645,710
9/29/2023	9/29/2023	11/13/2023	Quarterly	\$2,613,622	53,904	13,068,112
12/13/2023	12/12/2023	1/4/2024	Quarterly	\$3,936,605	81,573	13,122,016
3/26/2024	3/22/2024	5/6/2024	Quarterly	\$6,475,302	140,901	21,584,341
6/28/2024	6/25/2024	8/6/2024	Quarterly	\$6,737,500	147,220	22,458,336







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# **New Investments Activity**

Quarter Ended June 30, 2024 (Dollars in 000s)

Portfolio Company	Investment Type	Issuer Deal Type	Commitment	Par Amount Funded/ Units Held	Base Rate Spread	All-in-rate
CentralBDC Enterprises, LLC	1st lien senior secured revolver	New	\$3,158	\$1,053	5.00%	10.33%
	1st lien senior secured term Loan	New	\$16,842	\$16,842	5.00%	10.33%
National Carbon Technologies California, LLC	Bonds	New	\$20,000	\$1,667	12.25%	12.25%
Puris LLC	1st lien senior secured term Loan	New	\$13,500	\$13,500	5.75%	11.08%
160 Driving Academy (Rock Gate Capital, LLC)	1st lien senior secured term Loan	New	\$42,000	\$42,000	6.75%	12.08%
	Warrants	New	N/A	166,108	N/A	N/A
M&S Acquisition Corporation	1st lien senior secured term Loan	Upsizing	\$5,000	\$5,000	6.50%	12.10%
Zero Waste Recycling LLC	1st lien senior secured term Loan	Upsizing	\$4,000	\$4,000	6.45%	12.03%
Best Friends Pet Care Holdings Inc.	1st lien senior secured DDTL	Upsizing/Existing	\$15,000	\$6,697	6.45%	12.05%
Cafe Zupas, L.C.	1st lien senior secured DDTL	Existing	\$1,115	\$1,115	7.00%	12.32%
	1st lien senior secured revolver	Existing	\$892	\$892	7.00%	12.32%
H.W. Lochner, Inc.	1st lien senior secured revolver	Existing	\$803	\$803	6.25%	11.73%
MSPB MSO, LLC	1st lien senior secured DDTL	Existing	\$1,695	\$1,695	5.75%	11.07%
Synergi LLC	1st lien senior secured revolver	Existing	\$1,500	\$1,500	7.50%	13.10%





#### Lafayette Square BDC Human Capital Results Dashboard Footnotes

- [1] LMI is defined under applicable CRA regulation as (i) an individual, family or household, if their income is less than 80% of the Area Median Income as reported by the Federal Financial Institutions Examination Council at https://www.ffiec.gov/Medianincome.htm [ffiec.gov] (or such other industry recognized source as may be determined by LS Adviser) and (ii) a census tract, if it is identified as low-to-moderate income by the Federal Financial Institutions Examination Council at https://geomap.ffiec.gov/ffiecgeomap/ (or such other industry recognized source as may be determined by LS Adviser).
- [2] For those portfolio companies who did not agree to provide census data, job totals are based on data provided by such portfolio companies at time of transaction.
- [3] "Underserved communities" means LMI areas; Empowerment Zones, as defined in the Empowerment Zones and Enterprise Communities Act of 1993, as amended; Opportunity Zones, as defined in the U.S. Tax Cut and Jobs Act of 2017; and/or areas targeted by a government entity for redevelopment or to revitalize or stabilize designated disaster areas. "Substantial Employment" means more than 50% of the portfolio company's workforce, measured by W-2 forms or 1099 forms filed by workers with the Internal Revenue Service.
- [4] National median income data is from the U.S. Census Bureau 2022 American Community Survey. This is the most recent data available as of March 2024. Median family income is used to calculate individual LMI per CRA guidelines. The metric is included at the national level to serve as a similar, but not exact, comparison.
- [5] Turnover rates are calculated by dividing the total terminations for the period by the average number of employees who worked during or received pay for the same period. National turnover includes private employee data from the U.S. Bureau of Labor Statistics Job Openings and Labor Turnover Survey.
- [6] Medical Care Benefits are plans that provide services or payments for services rendered in the hospital or by a qualified medical care provider. Participation is calculated from the unrounded percentage of workers who participate in the plan. National average is private industry from the U.S. Bureau of Labor Statistics National Compensation Survey.
- [7] Retirement Benefit plans includes defined benefit pension plans and defined contribution retirement plans. Participation is calculated from the unrounded percentage of workers who participate in the plan. 366 employees from portfolio companies who did not provide retirement benefits data to the Company were not included in this calculation. The national average is private industry from the U.S. Bureau of Labor Statistics National Compensation Survey.



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