CARLTON LANE
CAPITAL

Transcript

What separates Carlton Lane from it's competitors?

The vision for the firm was based on what the institutional private equity shops do, out of the big money centers in the world that invest in these largest projects out there, the billions of dollars of projects, what do they do when they do diligence a project and bring it to their investors? We're just trying to replicate what the professionals out there are doing. At the largest end of the spectrum,

That means deep due diligence to the level that it's very expensive. We can't afford to do it on our own. We may not have access to the data. We may not know how to do it. So what does that mean? Really understanding a lot of the assumptions and variables that go into a certain offering.

A lot of folks will just look at an offering and say, wow, look at that return.

There's things that have to go right for that return to happen.

Well what's the likelihood that those things can and will go right. That's diligence. So you've got to really dig under the hood, look at what's going on. What are the assumptions of that sponsor and how realistic are they.

So our due diligence is not just ourselves. They're outside third party firms that are digging in that we pay for, and they have access to data systems that help us double check what the developer is giving to us.

That's what we pride ourselves on. That combined with being independent by being independent, we're not beholden to any one sponsored developer offering a provider out there.