

Clarus Capital's Carol Larkin Recognized in Monitor's 4th Annual Women in Equipment Finance




PROFILE

CAROL LARKIN

Head of Investment Documentation and Operations
Clarus Capital

"CAROL HAS BEEN THE FACE OR VOICE OF EVERY ORGANIZATION SHE HAS BEEN WITH DURING THE DOCUMENTATION AND FUNDING OF TRANSACTIONS ... SHE ALWAYS RECEIVES GLOWING REVIEWS FROM CLIENTS FOR HER PROFESSIONALISM AND ABILITY TO MOVE THE PROCESS FORWARD. RECENTLY, SHE HAS RECEIVED HIGH GRADES FROM CLIENTS, PRIVATE EQUITY OWNERS AND VENDORS."



Carol Larkin has more than 25 years of successful management experience in the equipment finance market, ranging from spearheading investment documentation for large-ticket asset platforms to running equipment finance operations at four de novo startups and everything in between. Throughout her extensive career, Larkin has held critical roles and built strong, durable partnerships with clients across the industry for whom she has facilitated the execution of billions of dollars in well-structured transaction volume.

As head of investment documentation and operations at Clarus Capital, Larkin collaborates internally with the firm's investment management, originations and finance teams, and externally with its clients, to diligently structure, negotiate and seamlessly execute large-ticket equipment financing transactions. Larkin is also a member of the firm's management committee, which, among other objectives, is responsible for executing on the organization's ambitious growth strategy.

Larkin has served in key management roles at other financial institutions active in the equipment finance sector, including time as vice president of American Finance Group

(AFG) and vice president of investment documentation and servicing at Santander Bank. At AFG, she managed the operations group responsible for all aspects of managing documentation and syndications, implementing a new lease accounting system and overseeing sales and property tax reporting on a \$400 million portfolio which was successfully sold to Guaranty Bank. At Santander, where she served for six years, she worked with an equipment finance group that had more than \$200 million in assets under management by the end of her tenure.

In 2010, a former colleague from Eastern Bank recruited Larkin (as well as Clarus Capital founder Steve O'Leary) to join a newly formed equipment finance platform at NewStar Financial. There, Larkin built and managed the investment documentation and operations division before the equipment finance arm was sold to a Boston-based bank in 2016.

During the planning stages of the formation of Clarus Capital, the company's founders identified Larkin as a talented industry professional who would be an outstanding addition to the management team, ultimately welcoming her to the team during the company's initial wave of hires at launch.

Upon joining Clarus, Larkin established the firm's investment documentation and operations function, getting the unit up and running in under 45 days. She has also been vital in implementing the firm's long-term investment strategy and to the success of its portfolio construction objectives. In addition, she has established relationships with key law firms and service providers, architected Clarus' standard lease and loan documentation and partnered with her finance colleagues to roll out robust transaction closing and funding procedures. These steps enabled Clarus to flawlessly execute on its first investment, totaling \$25 million, in Q3/21.

"Carol has been the face or voice of every organization she has been with during the documentation and funding of transactions. It is especially important to Clarus Capital that the client experience is favorable during every aspect of the process," O'Leary, who serves as CEO of Clarus Capital, says. "She always receives glowing reviews from clients for her professionalism and ability to move the process forward. Recently, she has received high grades from clients, private equity owners and vendors."

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