

What We Do

Duration Growth Advisors helps founders access startup debt financing while maintaining equity and control. We have deep expertise in the North American startup debt and alternative capital markets and maintain a vetted lender network. Our team has executed over \$300 million in venture debt, SaaS/growth debt, ecommerce, revenue-based financing and warehouse facilities.



What We Offer

SaaS/Growth Debt

Ideal For:

- Sponsor-backed or Bootstrapped
- US\$2M+ ARR or US\$5M+ Total Revenue
- Strong retention and efficient growth
- Located in US, Canada or UK

Typical Terms:

- Check size of \$1-25M
- Total Debt / ARR: 0.5-1.5x
- 2-4 year maturity with 6-24 month IO
- 10-18%+ annual percentage rate
- Covenants: runway and/or revenue

Warehouse Facilities

Ideal For:

- Sponsor-backed Fintechs
- \$1-50 million in annual origination
- Commercial or Consumer assets
- Located in US, Canada or UK

Typical Terms:

- Check size of \$10-100M
- 2-4 year maturity
- 75-90% Loan-to-Value (LTV)
- 10-18%+ annual percentage rate
- Eligibility criteria and other covenants

Case Studies

ContactMonkey

\$55M

Series A

Objective

GROWTH CAPITAL AND SECONDARY

We advised the founder of ContactMonkey through the equity raise process. Key inputs included negotiating term sheets, preparing materials and advising the founder on how to make critical decisions during the process resulting in a material increase in final enterprise valuation.

Audium

\$5M

Senior

Objective

GROWTH CAPITAL

We advised the founder of Audium through the debt fundraise process resulting in a debt amount 2.5x more and at half the interest rate. Key inputs included sourcing term sheets from 5+ providers, negotiating the final term sheet and supporting diligence through closing.

KAJ Medical

\$25M

Senior

Objective

ASSET-BASED WAREHOUSE

We advised the founders of KAJ Medical through the fundraise process for their ABL facility providing the capital required to quickly scale their trade finance products. Key inputs included reorienting their fundraise materials, sourcing term sheets and providing operating guidance to mature the business.