



Hugh C. Larratt-Smith
Managing Director
Trimingham Inc.

Hugh Larratt-Smith is a Managing Principal with Trimmingham Inc. He is a corporate viability and financing specialist with a proven track record of accelerating the profitability and competitive advantages of clients.

With over 32 years of corporate and financial advisory experience, he assists clients in developing strategic advantage and maximum operating leverage. Hugh's forté is negotiating complex bank and equity financings for clients; overcoming challenges to achieve win-win solutions for all parties. Hugh advises on working capital efficiencies, cashflow forecasting, borrowing bases, debt capacity and corporate viability.

He has advised signature companies including PermianLide, Mertz Energy Manufacturing, Cannondale Bicycles, Donzi Boats, Jobe Fertilizer, Sentry Safe, Pacific Monarch Resorts and Custom Food Products.

Hugh is a regular contributing author for *The Secured Lender* and *The ABF Journal* magazines. His articles on restructuring and operational problem solving have been published by The Boston Bar Association; *Law In Transition*; and *CFO Magazine*.

For ten years, Hugh has served as a Director of The Commercial Finance Association Educational Foundation in New York. He is a founder of the New York (Upstate), Toronto, Serbia, Croatia and Hungary chapters of the Turnaround Management Association. He earned an MBA from the University of Toronto.