

Arena Structured Finance



ARENA
INVESTORS LP

Arena Investors is an institutional asset manager that provides creative solutions for those seeking capital in special situations. The firm employs over 120 people globally, where the investment leadership team has an average of 20+ years of experience. Since inception in 2015, Arena has deployed over \$4.5 billion into investments that typically range from \$5 to \$50 million.

The firm brings decades of experience, a track record of comfort with complexity, the ability to deliver within time constraints, and the flexibility to engage in transactions that cannot be addressed by banks and other conventional financial institutions. We are compensated for being a provider of liquidity in situations with challenging process risks. Everything we do enables individuals, corporations, and asset owners to achieve their goals.

Investment Size	Loan to Value	Term	Geography
\$5M – \$50M	Up to 80–90%	1–5 Years	Global

Strategy Description

Arena can finance or purchase assets across a wide array of commercial and consumer collateral types. Arena provides loans to specialty finance companies, originators and owners of loans or assets, and invests directly in assets or securities via purchase on an opportunistic basis. We specialize in off-the-run, distressed, illiquid and esoteric special situation transactions, and Arena's team has deep experience in developing and designing structures to meet the unique needs of the situation or asset.

Mandate Flexibility

Arena brings decades of experience and the ability to engage in a variety of different asset types as lender or purchaser:

Asset/Structure Versatility

Responsiveness

Comfort with Complexity

Asset-based Loans • **Asset Purchases** • **Joint Ventures** • **Revolving Credit Facilities**
Senior & Mezzanine Term Loans • **Receivable Factoring Purchases** • **Whole Loan Purchases**
Performing Assets • **Non-performing Assets** • **Financial Assets** • **Hard Assets**
Single Assets • **Portfolio of Loans or Assets**

Commercial Asset Types

- Aircraft, engines and parts
- Commercial Receivables
- Commercial Equipment
- Commission Payments
- Entertainment Royalties
- Franchise Loans
- Insurance Products
- Intellectual Property
- Legal Settlements
- Maritime Vessels and Equipment
- Intermodal Equipment
- MCA/SME Loans
- Medical Receivables
- Mortgages, Real Property
- Tax Liens
- Trade Finance
- Railcars
- Intellectual Property
- Royalties
- Jewelry, Precious Metals

Consumer Asset Types

- Art
- Auto Loans, Leases
- Title Loans
- Commission Payments
- Consumer Charge-Offs
- Installment Loans
- Credit Cards
- Debt Settlement Loans
- Digital receivables
- Entertainment Royalties
- Insurance Products
- Lease to Own Contracts
- Legal Settlements
- Annuity Payments
- Manufactured Housing
- Medical Receivables
- Mortgages
- Motorcycles, RVs, Yachts
- Securities/Restricted Stock
- Student Loans
- Tax Liens, Tax Credits
- Unsecured Consumer Loans

Contacts for Loan Inquiries (confidentiality and brokers protected)

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Arena Structured Finance (Continued)



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Sample Transactions ⁽¹⁾

 Digital Advertising Receivables Factoring — 1 ST Lien Senior Secured Loan — \$20,000,000	 Film Finance Bridge Loans — 1 ST Lien Senior Secured Loan — \$19,500,000	 Airplane Purchase and Lease — Asset Purchase — \$19,300,000	 Agricultural Equipment — 1 ST Lien Senior Secured Loan — \$5,600,000
 Trade Finance — 1 ST Lien Senior Secured Loan — \$10,000,000	 Helicopter Leasing and Part-out — Asset Purchase — \$6,250,000	 SME Business Loans — 1 ST Lien Senior Secured Loan — \$75,000,000	 Non-Performing Residential Mortgage Loans — 1 ST Lien Senior Secured Loan — \$32,000,000
 Medical Liens — 1 ST Lien Senior Secured Loan — \$25,000,000	 Non-Performing Consumer Loans — 1 ST Lien Senior Secured Loan — \$80,000,000	 Litigation Finance — 1 ST Lien Senior Secured Loan — \$50,000,000	 Insurance Finance — Joint Venture Investment — \$60,000,000
 Construction Receivables — 1 ST Lien Senior Secured Loan — \$28,000,000	 Commercial Loans — Asset Purchase — \$41,500,000	 Consumer Loans — Asset Purchase — \$20,000,000	 Government Receivables — Asset Purchase — \$13,000,000

(1) Amounts shown are for Arena's commitment or the global facility commitment where Arena was leading the transaction, including in cases where a Joint Venture Partner of Arena originated the transaction, unless such amount of Arena participation was less than 90% of the total, in which case the Arena Commitment is included only. In certain cases, the amount shown is inclusive of follow-on commitments and/or combines related transactions into one tombstone. Amounts may be indications that are different than actual funded amounts. This information is being provided for illustrative purposes and is not an offer or a solicitation to invest. No representation is being made about the attractiveness or performance of the transactions described. This document and its contents are proprietary information of Arena and may not be reproduced or disseminated, in whole or in part, without Arena's prior written consent.

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