

# ENCINA LENDER FINANCE



## Target Asset Classes Commercial / Consumer

- Asset based lenders
- Factors
- Tax lien / deed finance
- Equipment leasing
- Floorplan finance
- RE bridge lenders
- Venture debt lenders
- Supply chain finance
- SMB / MCA
- Middle market private credit
- Distressed debt buyers
- Medical receivables
- Insurance receivables
- Rent-to-own consumer leasing
- Unsecured consumer lenders
- Niche-focused student lending
- Point of Sale

## Who We Are

In 2020, Encina Capital Partners, LLC and an affiliate of certain funds managed by Oaktree Capital Management, L.P. announced the launch of Encina Lender Finance, LLC, a new independent lender finance platform.

Headquartered in the Atlanta metropolitan area, Encina Lender Finance offers **revolving lines of credit and term loans** ranging in size from **\$10 - \$150 million** to emerging and established financial services companies (sponsored and non-sponsored) across a wide range of **commercial and consumer asset classes**.

## Target Borrowers (USA & Canada)

### Direct Originators & Fund Managers

- Non-bank originators of financial assets seeking warehouse or term credit facilities, refinance opportunities, or additional credit capacity
- Our typical borrower has an outstanding portfolio of \$5 to \$100 million and an established management team
- First-out senior debt to fund managers including Credit Funds, Hedge Funds, Family Offices, and BDCs
- We can provide leverage on a single transaction basis, pool of assets or at the portfolio level
- Fund strategies include lower to middle market private credit (senior and mezz)



## EXPERIENCED TEAM

Our team has 100+ years of combined direct agent lending, investment banking and operational experience in lender finance. We have structured, managed, and closed credit facilities across various asset classes and cycles



## CREATIVE SOLUTIONS

We have the flexibility in our mandate to develop customized credit solutions to enable our borrowers to achieve their desired growth



## INDUSTRY KNOWLEDGE & PERSPECTIVE

We possess deep industry vertical expertise coupled with direct C-suite executive management experience building successful finance companies

## Transaction Structures

ELF provides **senior secured loans** to non-bank lenders directly, or to their wholly owned bankruptcy remote subsidiary, secured by a first lien on notes receivable evidenced by a loan, mortgage, lease, finance contract, purchase & sale agreement, or other similar form of financial contract.

## Advance Rates

Advance rates typically range from 50% to as high as 90%+ of the eligible portfolio balance or net funds employed, as applicable.

RE Bridge, Venture Debt & Private Debt	Consumer	ABL, Factors, Equipment, SMB & Other
50-75%	75-90%	75-90%

## Uses of Proceeds

To fund existing and newly created eligible finance contracts, working capital, repay existing indebtedness, limited distributions for taxes, and closing-related costs and expenses.

## Duration

Typically 2-4 years (depending on the vertical); Facilities typically have either a bullet maturity date or draw period of 2-3 years followed by a 12-24-month wind-down period, with any remaining loan balance due at maturity.

## Collateral

First lien security interest in notes receivable (secured or unsecured, as applicable); the collateral may also include other assets such as inventory, titled vehicles, equipment, real estate, general intangibles, instruments, and chattel paper.

## Contacts

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