

ENCINA LENDER FINANCE



*Target Asset Classes Commercial
/ Consumer*

- Asset based lenders
- Factoring
- 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 - \$75 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 85%+ of the eligible portfolio balance or net funds employed, as applicable.

Venture Debt, Private Debt	Consumer	ABL, Factors, Equipment, SMB & Other
50-75%	75-85%	75-85%

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.

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