

# ENCINA

LENDER FINANCE

## Senior Leadership

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## Introduction

Encina Lender Finance is an independent lender finance platform with backing from Encina Capital Partners and an affiliate of certain funds managed by Oaktree Capital Management.

We offer senior credit facilities ranging in size from \$10 – 50 million to emerging and established specialty finance companies across a wide range of commercial and consumer asset classes.

## Target Borrowers

- Excellent management teams with deep domain expertise
- Emerging companies seeking to raise their first institutional debt facility or graduate to a lower cost of capital
- Mature issuers seeking additional growth capacity pre-securitization
- Outstanding portfolios of \$5 – 100 million
- Domiciled in the United States or Canada

## Target Asset Classes

- **Commercial**
  - ABL, Factoring, Equipment Finance
  - Specialized Factoring (e.g., Insurance Commission Advance)
- **Consumer**
  - Auto/Vehicle Finance
  - Unsecured (revolving and installment)
  - Student Lending/Skills Training
  - 36% APR or less

## Key Terms

- Initial Commitment: \$10 – 50 million
- Structure: Opco or SPV (amenable to recourse or non-recourse structures)
- Advance Rate: up to 85% against Net Funds Employed
- Pricing: One-month SOFR + 4.5% and higher
- Fin. Covenants: Interest Coverage and Minimum TNW
- Duration: 2 – 3-year draw period

## Encina's Differentiators

- Unregulated and does not require deposits or treasury management
- Dedicated syndication resources to support borrower scale
- Tailored covenants with no leverage restrictions
- Aim to close <60 days post term sheet
- Early C-level involvement to instill certainty of execution on every transaction
- Work regularly with law firms that cap their fees
- Can participate with other senior lenders
- Blue-chip institutional funding support from a world-renowned asset manager

Atlanta

Baltimore

Dallas

Nashville

New York

Norwalk

Philadelphia