

Asia-Pacific Private Investments



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. Arena has a long history and on-the-ground teams in the Asia-Pacific region.

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	Term	Geography
\$5M – \$50M	1–5 Years	Asia-Pacific

Strategy Description

The Arena Asia-Pacific team focuses on opportunistic credit-related investments and has a flexible mandate that features direct lending, asset acquisitions and the formation of joint ventures. Core competencies include the ability to underwrite esoteric assets, tailored investment structures and problem-solving capabilities. Issuers typically place a premium on speed of execution, creativity in structure and the ability to navigate complexity.

Underwriting Ability

All investments are underpinned by value that may be derived from traditional or non-traditional assets. Arena does not take a formulaic approach and instead focuses on how assets translate into cash flow.

Corporate Private Credit	Real Estate/ Hard Assets	NAV Loans
Loan Portfolios	Specialty Finance Capitalizations	Structured Convertibles
Other Financial Instruments	Structured Finance	Consumer Assets

Investment Structures

Bridge Loans | Preferred Equity
 Contractual Fee Streams and Royalties
 Senior & Mezzanine Term Loans
 Asset Backed Loans
 Venture Loans | Convertible Debt
 Asset Purchase | Joint Ventures
 DIPs & Exit Financings

Countries that we are looking at or interested in looking at opps in



Contacts for Loan Inquiries (confidentiality and brokers protected)









Henry Chang
Vice President
+1 (917) 900-2957
hchang@arenaco.com

Gabriel Low
Associate
+65 6990 3078
glow@arenaco.com

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Sample Transactions ⁽¹⁾

 November 2018 — Physical and IT Security Company — 2 nd Lien Term Loan — NZD 27,100,000	 July 2020 — Luxury Real Estate Developer in South Korea — Convertible Bond — KRW 6,300,000,000	 October 2020 — Affordable Housing in New Zealand — 1 st Mortgage Term Loan — NZD 27,500,000	 October 2020 — 5G Telecom Equipment — Convertible Bond — KRW 10,000,000,000
 November 2020 — Affordable Housing in New Zealand — 1 st Lien Senior Secured Loan — NZD 31,900,000	 November 2020 — Affordable Housing in New Zealand — 1 st Mortgage Term Loan — NZD 52,800,000	 December 2020 — Real Estate Development — Convertible Bond — KRW 14,300,000,000	 December 2020 — Security Systems and Equipment — Convertible Bond — KRW 7,000,000,000

(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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