

Arena Corporate 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.

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.

Average Investment Size	Enterprise Value	Average Term	Geography
\$5M – \$50M	\$25M+	1–5 Years	Global

Strategy Description

Arena's Corporate Private Credit team seeks to originate debt investments in privately-held middle market businesses across a variety of industries. In addition to direct originations, Arena actively co-invests in transactions with other lenders.

All investments support buyouts, acquisitions, recapitalizations, refinancing and growth financings. Arena provides speed of execution, and its flexible capital allows for "out of the box" creative structures to meet borrowers' financing needs.

SPONSORSHIP

- Directly with management
- Directly with owners of assets
- Private equity sponsors
- Independent sponsors

UNDERWRITING ABILITY

Ability to underwrite various valuation methodologies including multiples of EBITDA and/or recurring revenues, LTV of an enterprise value and asset based loans (both traditional and non-traditional assets).

INVESTMENT STRUCTURES

Tranches

- 1st Lien Term Loans
- 2nd lien Term Loans
- Minority Equity

Products

- Venture Loans
- Cash Flow
- Special Situations

INDUSTRIES

- Aerospace
- Defense
- Consumer
- Education
- Energy
- Entertainment
- Industrials
- Legal Claims
- Logistics
- Manufacturing
- Media
- Software
- Specialty Finance
- Sports
- Technology
- Telecom
- Transportation
- Services:
 - Business
 - Healthcare
 - Financial
 - Governmental

Contacts for Inquiries (confidentiality and brokers protected)

Joe Salameh, Managing Director | o: (212) 612-3205 / m: (212) 655-1350 | jsalameh@arenaco.com
 Chirag Jardosh, Vice President | o: (646) 789-4874 | cjardosh@arenaco.com
 Simrat Wason, Vice President | o: (917) 744-7145 / m: (415) 672-3192 | swason@arenaco.com
 Wills Danielsen, Associate | o: (212) 444-3167 / m: (203) 505-4862 | wdanielsen@arenaco.com
 Trevor Courtney, Director, Business Development | o: (212) 655-1362 / m: (480) 292-2907 | tcourtney@arenaco.com

Sample Transactions ⁽¹⁾

CORPORATE PRIVATE CREDIT
1st Lien Senior Secured Loan + Minority Equity
–
Testing Inspection & Certification
–
\$17,900,000

CORPORATE PRIVATE CREDIT
1st Lien ABL Credit Facility
–
Retail
–
\$7,500,000

CORPORATE PRIVATE CREDIT
1 st Lien Term Loan
–
Business Services
–
\$10,000,000

(1) *Amounts shown are for Arena Investors, LP commitment or the global facility commitment where Arena Investors was leading the transaction, including in cases where a Joint Venture Partner of Arena Investors originated the transaction, unless such amount of Arena Investors' participation was less than 90% of the total, in which case the Arena Investors 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 the proprietary information of Arena Investors and may not be reproduced or disseminated, in whole or in part, without Arena's prior written consent.

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