

# Arena European 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 | LTV / LTC    | Average Term | Geography    |
|-------------------------|--------------|--------------|--------------|
| € / £ 5–50MM            | Up to 80–90% | 1–5 Years    | Pan European |

## Strategy Description

Arena's European team provides flexible private capital solutions to companies, asset owners and other borrowers across Europe. We pursue complex, bilateral negotiations with parties who seek options which traditional sources cannot provide. Focus areas include corporate lending (including to entrepreneur / family-owned businesses), real estate lending, asset-backed lending and the acquisition of portfolios of various assets. In addition to direct originations, Arena creates joint ventures and other partnerships to pursue specific opportunities with specialists in certain fields.

### CORPORATE PRIVATE CREDIT

- Secured and Unsecured Loans
- Senior to Mezzanine / Preferred
- Rescue Financings / Restructuring Capital
- Bridge / Transition / Acquisition Financing
- Traditional to Venture Debt

### ASSET AND COLLATERAL-BACKED FINANCING

- Aircraft, Rail and Shipping
- Equipment Leases
- Litigation Finance
- Invoice Finance, Fund Finance
- Royalties, Esoteric Assets

### REAL ESTATE PRIVATE CREDIT

- Commercial and Residential Lending
- Mezzanine and Bridge Loans
- Real Estate Secured Non-Performing Loans
- Discounted Payoff (DPO) Finance
- Joint Venture Partnerships

### ASSET PORTFOLIOS

- Secured and Unsecured Receivables
- Residential Mortgages
- Credit Cards, Auto Loans,
- Specialty Credit / Finance Companies
- Digital Receivables / Fintech Lending

Arena provides speed of execution, and its flexible capital allows for "out of the box" creative structures to meet borrowers' financing needs.

## Contacts for Inquiries (confidentiality and brokers protected)

**Pablo Fraga**  
Managing Director  
pfraga@arenaco.com

**David Bernatowicz**  
Associate  
dbernatowicz@arenaco.com

**Dimitrios Laoudis**  
Associate  
dlaoudis@arenaco.com

## Sample Transactions <sup>(1)</sup>

| CORPORATE PRIVATE CREDIT   |
|--|
| Rescue Financing<br>Senior Loan<br>—<br>Apparel Retail<br>—<br>€13,000,000 |

| CORPORATE PRIVATE CREDIT  |
|---|
| 1 <sup>st</sup> Lien Senior Secured<br>Loan + Minority Equity<br>—<br>Testing Inspection &<br>Certification<br>—<br>€15,000,000 |

| REAL ESTATE  |
|--|
| Opportunistic<br>Bridge<br>—<br>Office<br>Recapitalization<br>—<br>€17,000,000 |

(1) Amounts shown are for Arena Investors, LP 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.

\*This document is being provided for illustrative purposes and is not an offer or a solicitation to invest. 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.