

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 180 people globally, where the investment leadership team has an average of 20+ years of experience. Since inception in 2015, Arena has deployed over \$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.

Investment Size

\$5M – \$50M

Enterprise Value

\$25M+

Term

1–3 Years

Geography

Global

Strategy Description

Arena's Corporate Private Investments 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

Investment Structures Tranches

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

Products

- Venture Loans
- Cash Flow Loans
- Contract Finance
- Royalty Finance
- Special Situations

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).

Asset Types

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

Sample Transactions ⁽¹⁾



CORPORATE PRIVATE INVESTMENTS

1st Lien Senior Secured Loan

—
Technology - Retail
\$27.5 Million



CORPORATE PRIVATE INVESTMENTS

1st Lien Senior Secured Loan +
Minority Equity

—
Payment Platform & Marketing place
\$14.0 Million



CORPORATE PRIVATE INVESTMENTS

1st Lien Senior Secured Loan +
Majority Equity

—
Film & Entertainment
\$16.8 Million



CORPORATE PRIVATE INVESTMENTS

Pool of 1st Lien Senior Secured Loans

—
SaaS
\$16.6 Million

Contacts for Loan Inquiries (confidentiality and brokers protected)

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

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