

ENCINA

EQUIPMENT FINANCE

1221 Post Road East, Suite 303
Westport, CT 06880

www.equipmentfinance.encinacapital.com



SOME INDUSTRIES WE SERVE

- Manufacturing
- Construction
- Healthcare
- Distribution
- Mining
- Transportation (trucks/trailers, buses, helicopters and "brown water" marine)
- Paper & packaging
- Food processing
- Information technology
- Telecom
- Energy

Who We Are

Encina Equipment Finance, LLC is a non-bank equipment finance platform providing secured leases and loans between \$5 – \$50 million to middle-market, non-investment grade companies in the U.S. and Canada with annual revenues over \$50mm (no minimum EBITDA requirement).

What We Do

We help middle-market companies maximize liquidity and minimize weighted-average cost of capital by optimizing how they finance their essential-use equipment.

Competitive Differentiation



STRONG TEAM

Highly experienced management team supported by diversified capital sources provides strong certainty of execution.



CREATIVE SOLUTIONS

We understand your business and develop customized solutions to help achieve your goals.



EXCELLENT SERVICE

We implement proposals efficiently to ensure fast closings and will work closely with you post-close.

How We Work

TRANSACTION STRUCTURES

We provide senior secured, first-lien loans or leases on new or existing equipment; may be secured by one or more discrete units of equipment or by an entire portfolio of equipment; loans may be amortizing or non-amortizing; leases may be structured as capital or operating leases and may involve the sale-leaseback of existing equipment.

USE OF PROCEEDS

Fund working capital, Capex, bridge financing, growth/acquisitions, restructurings, turnarounds (including DIP and exit facilities) and special situations.

ADVANCE RATE

Up to 100% of original equipment cost.

DURATION

3 to 7 years (depending upon asset's useful life and obligor's creditworthiness).

COLLATERAL


Emphasis on essential-use, revenue-producing equipment; in certain situations, may consider financing "in-place facilities" (e.g., a manufacturing facility and the associated infrastructure and equipment inside such facility) as well as "softer collateral" such as proprietary software systems and manufacturing-related tooling.

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Recent Transactions


\$6,000,000
Loan



**EQUIPMENT RENTAL
COMPANY**

February 2019

\$14,000,000
Lease Line



**HEALTHCARE SERVICES
COMPANY**

November 2018


\$10,000,000
Lease



**AVIATION SERVICES
COMPANY**

October 2018

\$11,500,000
Loan



TRUCKING COMPANY

October 2018

\$10,000,000
Lease Line



**CRANE SERVICES
COMPANY**

September 2018

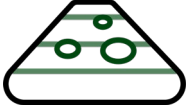
\$15,000,000
Lease Line



**SPECIALIZED
TRANSPORTATION COMPANY**

September 2018


\$12,500,000
Lease



COAL MINING COMPANY

September 2018

\$7,500,000
Loan



**MINING SERVICES
COMPANY**

August 2018

\$10,000,000
Lease Line



**AUTOMOTIVE COMPONENT
SUPPLIER**

June 2018

Contacts

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