

# ORIX USA

## Growth Capital Overview



### Customized equity and debt solutions

ORIX CORPORATION USA's GROWTH CAPITAL business is a leading growth lending platform that provides flexible debt capital to valuable, high-growth businesses primarily in the technology and healthcare sectors in the U.S. and Canada.

Since 2001, Growth Capital has funded approximately \$2.7 billion to 198 companies. Growth Capital is an enterprise value focused lender and provides customized and flexible debt facilities to growth-stage companies that are under-served by traditional lenders. The team is backed by the stable, long-term, and global sponsorship of ORIX Corporation, a publicly traded company with more than \$111 billion in balance sheet assets as of December 2023.

Our significant capital base allows us to support our portfolio companies with additional capital over time. We seek to take a win-win partnership approach with our portfolio companies and equity partners to help them achieve their exit goals, developing lasting relationships with management teams, investors, and influencers in the venture ecosystem.

~\$2.7B  
funded<sup>1</sup>

198  
companies

4  
offices

### The ORIX USA Difference

#### Market Longevity & Financial Strength

- Growth Capital is backed by ORIX Corporation, ranked # 371 on the Forbes 2023 Global 2000: World's Largest Public Companies
- Dedicated capital allows for patient, long-term capital
- Long-term presence in the growth lending and venture debt ecosystems through all capital cycles

#### Deal Execution & Speed To Close

- Deep sector expertise across the technology and healthcare sectors with a proven track record in each vertical
- Expert team responds quickly under demanding timetables
- Internally sourced capital eliminates additional approval, funding, or limited partner issues at closing

#### Flexible Structures & Partnership Approach

- Capacity to scale our investment to grow with companies with facility sizes up to \$100 million
- Flexible structures including delayed draws, long interest-only periods, bullets, and custom-tailored covenants
- Wide pricing flexibility and ability to partner with banks provides a compelling cost of capital

### Target Verticals

- ENTERPRISE SOFTWARE
- HEALTHCARE IT & SERVICES
- TECHNOLOGY INFRASTRUCTURE
- CYBERSECURITY
- DIGITAL MEDIA & INTERNET
- CONSUMER & MOBILE
- ANALYTICS
- FINTECH
- TECH-ENABLED SERVICES

<sup>1</sup>Since inception.

# Capital Solutions

Growth lending can generally provide flexible capital with less dilution and a lower cost of capital than equity. Growth lending may also fund companies to profitability, bridge to future equity rounds at higher valuations, finance acquisitions, and bolster or recapitalize the balance sheet. Importantly, we bring the same level of attention, enthusiasm, and creativity to every transaction—no matter the size.

## Investment Types

Revolvers, first lien unitranche term loans, second lien term loans, and delayed draw term loans

## Investment Size

\$5 million to \$100 million initial target investment with ability to scale thereafter<sup>(2)</sup>

## Investment Terms

We offer a variety of debt structures that can be modified over time. Deals typically include extended interest-only periods, flexible amortization schedules, and delayed draw capabilities with maturities between 3 to 5 years

## Representative Investments



## About ORIX Corporation USA

Since 1981, ORIX USA has served the middle market with creative and flexible capital solutions, delivering through a capital base that combines the strength of its balance sheet with funds from third-party investors seeking access to attractive alternative investments. With a focus on private credit, real estate and private equity, ORIX USA and its subsidiaries — ORIX Advisers, ORIX Capital Partners, Signal Peak Capital Management, Boston Financial, Lument, Real Estate Capital and NXT Capital— have approximately 1300 employees across the U.S. ORIX USA and its family of companies have \$85 billion in assets, which include \$27.1 billion of assets under management, \$48.4 billion in servicing and administration assets, and approximately \$9.9 billion in proprietary assets, as of December 2023. Its parent company, [ORIX Corporation](https://www.orix.com), is a publicly owned international financial services company with operations in 30 countries and regions worldwide. ORIX Corporation is listed on the Tokyo Stock Exchange (8591) and New York Stock Exchange (IX). For more information, visit [orix.com](https://www.orix.com).

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<sup>(2)</sup> Facility sizes subject to underwriting and internal approval process.