

# ORIX USA

## Municipal And Infrastructure



ORIX CORPORATION USA's MUNICIPAL AND INFRASTRUCTURE GROUP ("OMI") is an innovative investor, offering flexible capital solutions incorporating debt and equity for both public and private sponsors. OMI provides an underserved array of clients in the municipal, infrastructure, healthcare, senior housing, education, project finance and real estate sectors with capital solutions featuring covenants and structures generally unavailable in the public markets. We can tailor either taxable or tax-exempt opportunities (including non-recourse) across the maturity spectrum through either private placements or public offerings. With pricing and structure negotiated upfront, and ORIX USA's balance sheet supporting its commitments, OMI provides borrowers with a high degree of certainty around key terms and execution.

Since 2008, OMI had over \$11 billion in total commitments and currently has invested \$1.2 billion in capital to 133 borrowers. The team is backed by the stable, long-term, and global sponsorship of ORIX Corporation USA's parent company, ORIX Corporation, a publicly traded company with more than \$102 billion in balance sheet assets as of June 2024.

### Capital Products

Bonds | Loans | Subordinate Debt | Preferred Equity | Receivables

~\$11B

total commitments

133

borrowers

\$1.2B

Invested capital

### The ORIX USA Difference

#### Market Longevity & Financial Strength

- OMI is backed by ORIX Corporation, ranked # 379 on the Forbes 2024 Global 2000: World's Largest Public Companies
- Long-term debt credit rating of A- by Fitch, A3 by Moody's, and BBB+ by S&P
- Dedicated capital allows for patient, long-term capital
- Steady market presence – manage only internal capital, not subject to investor outflows or fund lifecycle needs

#### Deal Execution & Speed To Close

- Experienced investment team with deep credit and quantitative proficiencies
- Focused on providing flexible capital solutions that meet borrowers needs
- Internally sourced capital eliminates additional approval, funding, or limited partner issues at closing

#### Flexible Structures & Investment Parameters

- Investments of \$5 million - \$100 million+
- Taxable and tax-exempt private placements and public offerings
- Rated and non-rated
- Structures including flexible interest only and call features with maturities ranging from 3 – 30 years
- Customized covenants tailored to asset class and/or sponsor

### Target Verticals

 LAND DEVELOPMENT

 AFFORDABLE HOUSING

 HIGHER EDUCATION

 CHARTER SCHOOLS

 DISTRESSED

 INFRASTRUCTURE

 HEALTHCARE

 SENIOR HOUSING

 PROJECT FINANCE

## Representative Transactions

### \$14.7M

Bond financing for a non-profit's acquisition of four affordable multi-family properties

Sole Bondholder  
Tax-Exempt Bonds

### \$20.4M

Bond financing for the construction of a senior housing community

Sole Bondholder  
Tax-Exempt Bonds

### \$38.4M

Bond financing for a Non-profit's acquisition of four senior housing communities

Sole Bondholder  
Tax-Exempt Bonds

### \$12.3M

Mezzanine debt financing for the expansion of a senior housing community

Mezzanine Debt Investor  
Mezzanine Debt Financing

### \$21.1M

Tax increment receivables purchase for a central business district mixed use tower

Sole Investor  
Property Tax Increment Receivables

### \$23M

Special District bond purchase for a mixed-use development

Sole Bondholder  
Junior Subordinate Bonds

### \$50M

Special district bond receivables purchase for a residential housing development

Sole Investor  
Bond Receivables

### \$18.1M

Special district bond purchase for commercial mixed-use development

Sole Bondholder  
Tax-Exempt Bonds

### \$18.2M

Special district bond receivables purchase for a residential housing development

Sole Investor  
Bond Receivables

### \$38.5M

Special district future tax revenues for a mixed-use redevelopment

Sole Investor  
Future Real Estate Tax Revenues

## Contact Us



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## 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 \$26.3 billion of assets under management, \$49.1 billion in servicing and administration assets, and approximately \$10.0 billion in proprietary assets, as of June 2024. Its parent company, [ORIX Corporation](#), 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](#).

All data as of June 30, 2024 unless otherwise noted. **Past performance is not a guide or otherwise indicative of future results.** All historical investments are available upon request. The information included herein is for general informational purposes only and does not constitute an offer, invitation, solicitation, or recommendation in relation to the subscription, purchase or sale of any security or strategy.

(1) Facility sizes subject to underwriting and internal approval process.