



FORO: FINANCIAMIENTO
PARA NEGOCIOS

Capital Access Success Stories

James Connor



#camaristaenaccion

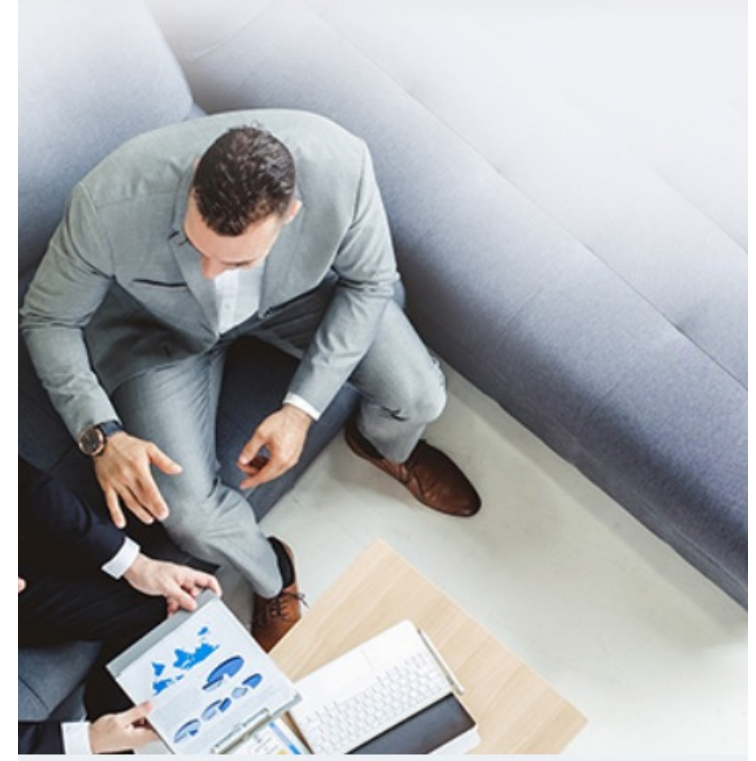


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Acrecent Financial

Private credit solutions to
small-middle market businesses
that value speed and flexibility

**18+ years serving niches where
financing sources are scarce**





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Date	Size (MM)	Term (Mo)	Credit Need/Opportunity & Solution	Industry	Impact Theme
2018	\$4.2	60	Bridge Loan for refurbishing of a hotel	Hospitality	Financial Inclusion
2018	\$0.8	48	Working capital loan for an educational institution	Education	Education Equity
2019	\$35.0	12	Bridge Loan for acquisition/turnaround of hospitals	Healthcare	Health Equity
2019	\$0.6	12	Working capital loan for industrial facilities services company	Industrial Facilities Services	Financial inclusion
2020	\$13.0	24	Bridge Loan for medical supply distributor	Healthcare	Health Equity
2020	\$1.2	48	Working capital lease for dairy company	Manufacturing	Financial Inclusion
2021	\$27.0	24	Bridge Loan for construction/refurbishing of a hotel	Hospitality	Financial inclusion
2021	\$2.7	48	Working capital lease for technology company	Telecommunications	Financial Inclusion
2022	\$4.5	12	Bridge Loan for construction/refurbishing of a hotel	CRE	Financial Inclusion
2022	\$0.4	60	Bridge Loan for medical supply distributor	Healthcare	Health Equity



Our purpose is to catalyze broad wealth inclusiveness and stem outward migration by addressing the gross underdevelopment of Puerto Rico's emerging private credit-capital sector



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Size (MM)	Credit Need/Opportunity & Solution	Industry	Impact Theme
\$7.5	Bridge Loan for building a Residential condominium	Real Estate - Residential	Affordable Housing
\$7	Bridge Loan for the development of a Luxury hotel	Hospitality - Arts, Entertainment & Recreational Services	Financial Inclusion
\$5.5	Bridge Loan for refurbishing of a hotel	Hospitality - Hotels	Financial Inclusion
\$2	Working capital loan for industrial facilities services company	Finance	Financial Inclusion
\$1.8	Bridge Loan for the development of Rental properties	Hospitality - Short Term Property Rentals	Affordable Housing
\$0.8	Working capital for distribution company	Packaged Frozen Food Merchant Wholesalers	Financial Inclusion
\$2.7	Working capital for medical equipment	Healthcare	Health Equity
\$2	Working capital for industrial distribution company	Industrial Pipe tools Distribution	Financial Inclusion
\$1.9	Working capital for medical equipment	Healthcare	Health Equity



**We need to join forces
in a common mission of
addressing the chronic
gap in access to
credit/capital by
overlooked SMEs.**



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Hotel Reconstruction and Reopening **\$27 million Senior-Secured Bridge Loan**

Supported the construction and refurbishing of an iconic Puerto Rico property and one its largest, that had been shuttered as a result of Hurricane Maria:

➤ **Credit Structure:**

- Senior-secured bridge loan with a 9-month interest reserve
- 2-year loan, interest only (optional 1 yr. extension)
- High capital preservation - Ample Collateral: All assets incl. RE, Inv. & A/R

➤ **Company/Situation:**

- Potential to increase Puerto Rico's hotel room inventory by 750
- Over \$50 million in equity already invested in the property by sponsor
- Our bridge loan would enable the completion of 144 more than 230 already finished

➤ **Success Story:**

- Catalyzing growth in Hotel sector which is a very relevant industry for Puerto Rico
- Accelerated deal execution was a win-win-win. Coops take out in 17th month





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Hospital Acquisition & Turnaround

\$35.0 million Senior-Secured Bridge Loan

Supported proven buyer with financing to acquire struggling hospital that plays a critical role to over 1 million people. Acrecent pulled together a syndicate including mainland US institutional impact investors:

➤ **Credit Structure:**

- Senior-secured Bridge Loan
- 1-year term, interest only (optional 1 yr. extension)
- High capital preservation - Ample Collateral (<65% LTV) incl. RE, Inv. & A/R

➤ **Company/Situation:**

- Community's access to quality healthcare threatened. Vital hospital
- Acquirer with extensive expertise in turnaround situations and in operations
- \$32 million in equity raised by sponsor, much of it from doctors serving the facility

➤ **Success Story:**

- Community's Health Equity strengthened
- Accelerated deal execution was a win-win-win. Bank take out in 12th month





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Housing Development Completion

\$4.3 million Senior-Secured Construction Loan

Proceeds used for deleveraging of borrower via DPO with prior lender and to fund completion of 17 remnant housing units from a 100+ single-family project paralyzed during economic crisis

➤ **Credit Facility:**

- Senior-secured Construction Loan
- 1-year term, interest only (optional 6-month extension)
- High capital preservation – Ample collateral: Development property (68% LTV)

➤ **Company/Situation:**

- Amply experienced Developer/Owner with 20+ years of relevant experience
- Attractively located and accessible properties within a same-use community
- Project near completion with remaining units under financing already optioned.

➤ **Success Story:**

- Addressing Puerto Rico's accentuated need for housing
- Addressing scarcity of credit access for SMEs in the real estate development





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Industrial Laundry/SME Investment in Advanced Equipment

\$890K Senior Secured Term Loan

Proceeds used to acquire the most advanced industrial laundry equipment to optimize operation efficiency, quality and to accelerate revenue growth:

➤ **Credit Facility:**

- Senior-secured term loan
- 7-year term
- High capital preservation – vital asset to grow the business as collateral

➤ **Company/Situation:**

- Client/SME is Puerto Rico's 2nd largest industrial laundry
- Serving essential services to other vital industries to Puerto Rico such as hospitals and other healthcare providers, bio-pharma and life-sciences sector (sterile manufacturing environments) and other industrial clients among other sectors
- Resilient operation for over 20 years

➤ **Success Story:**

- Enabled the client/SME to provide world-class service to its corporate clients
- Addressing scarcity of credit access for SMEs particularly without RE collateral





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Construction Company - Equipment for Critical Infrastructure Projects

\$456K Senior-Secured Loan

Proceeds used to fund the acquisition of several units of construction equipment essential for the completion of several infrastructure projects:

➤ **Credit Facility:**

- Senior-secured term loan
- 5-year term,
- High capital preservation – vital asset to the business and for Puerto Rico as collateral

➤ **Company/Situation:**

- SME/client provides program management, construction management, general construction, and specialized geotechnical construction.
- New equipment accrues monthly savings of nearly \$30K in equipment rental

➤ **Success Story:**

- Enabled SME/client's improved profitability and its access to the most advanced equipment to better serve customers and to help accelerate Puerto Rico's economic resurgence






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¡Thank you!



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