



ASSET-BASED LENDING

We believe unique businesses deserve unique banking solutions. A financing relationship tailored to your needs with simplicity in mind makes doing business easier. Our experienced Asset-Based Lending team specializes in crafting financing solutions for clients whose best assets go beyond the balance sheet. We commit our expertise to your specific circumstances to understand your company so we can build a partnership that fits your business and delivers on your goals.

Why Asset-Based Lending?

When your business would benefit from increased convenience, flexibility and a lower cost of capital, or seek financing to bridge from an inconsistent earnings history, Asset-Based Lending may be the solution for you. Our structures typically allow for higher leverage and more flexible covenant packages, while typically allowing for greater access to liquidity. CIBC's breadth of products and services specifically cater to all the banking needs of our middle market clients.

From our headquarters in Chicago and regional offices across the country, we serve middle market companies in the US and Canada. Since 2009, the Asset-Based Lending team has extended over \$3.5 billion in asset-based commitments to over 200 companies.

Situations

- Working capital
- Mergers and acquisitions
- Business growth
- Recapitalization
- Shareholder buyout
- Balance sheet restructuring
- Early-stage turnarounds
- Capital expenditures
- Seasonal sales
- Debtor-in-possession financing

Industries

- Manufacturing
- Distribution/wholesale
- Transportation
- Retail
- Business services

Loan commitments

- Up to \$75 million
- Syndication capabilities of over \$150 million

Structure

Revolver:

- Up to 90% eligible accounts receivable
- Up to 65% of cost of eligible inventory with higher advances bases upon appraisals

Term loan:

- Up to 85% on appraised machinery and equipment
- Up to 75% on appraised fair market value of real estate
- Stretch term loans selectively available

Amortization:

- Up to 7 years – machinery and equipment
- Up to 20 years – real estate

Debt capital:

- Mezzanine and second lien funding accessible through our third-party key partners

About CIBC

CIBC is a leading North American financial institution with 14 million personal banking, business, public sector and institutional clients. We offer a full range of advice, solutions and services in the United States, Canada and around the world. In the US, CIBC Bank USA provides commercial, private, personal and small-business banking solutions and CIBC Private Wealth offers investment management, wealth strategies and legacy planning.

Visit us at [cibc.com/US](https://www.cibc.com/US)

Recent transactions

By taking the time to understand your business, your story and your needs, our team can become an active partner in your success. Our commitment to excellence in every interaction means providing you with tailored insight backed by experience and flexible solutions that give you greater access to liquidity. Below are a few recent examples of how we've helped our commercial clients tap the full potential of their business with creative and effective senior financing structures.



Lancaster, PA

Undisclosed
Acquisition Financing



Youngstown, OH

Undisclosed
Acquisition Financing



Baltimore, MD

\$25 million
Revolver



Los Alamitos, CA

\$47 million
Revolver & Term Loan



Atlanta, GA

\$22.4 million
Acquisition Financing



Royal Oak, MI

\$55 million
Acquisition Financing



Burlingame, CA

\$33.5 million
Revolver & Term Loan



Boulder, CO

\$12.5 million
Revolver

To learn more, please contact our US Asset-Based Lending team:

Brandon Barr

Group Head and
Managing Director
Chicago, IL
312-307-0728
brandon.barr@cibc.com*

Ramsey Naber

Regional Originations Manager
West Region
Los Angeles, CA
310-892-4848
ramsey.naber@cibc.com*

Ron Kerdasha

Regional Originations Manager
East Region
Baltimore, MD
410-913-7875
ronald.kerdasha@cibc.com*

Jennifer Kempton

Managing Director
Midwest
Chicago, IL
630-292-9769
jennifer.kempton@cibc.com*

Frank Bonet

Managing Director
Southcentral
Dallas, TX
214-675-3646
frank.bonet@cibc.com*

Evan Swank

Managing Director
Great Lakes
Cincinnati, OH
937-416-1735
evan.swank2@cibc.com*

Ben Colley

Managing Director
Southeast
Atlanta, GA
770-365-9493
ben.colley@cibc.com*

All loans subject to credit approval.

* Email is not a secure method of communication and should NOT be used to send personal or financial information.

Products and services are offered by CIBC Bank USA. The CIBC logo is a registered trademark of CIBC, used under license. ©2024 CIBC Bank USA.

EQUAL HOUSING LENDER | MEMBER FDIC