



## 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 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](http://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 financing structures.



Carson, CA

**\$18 million**

Sr. secured facilities



Youngstown, OH

**Undisclosed**

Sr. secured facilities



New York, NY

**\$15 million**

Sr. secured facilities



Los Alamitos, CA

**\$47 million**

Sr. secured facilities



Marietta, OH

**\$21.5 million**

Sr. secured facilities

Beverage  
equipment  
manufacturer

Midwest

**Undisclosed**

Sr. secured facilities



Burlingame, CA

**\$33.5 million**

Sr. secured facilities



Plano, TX

**\$20 million**

Sr. secured facilities

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

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All loans subject to credit approval.

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