Mesirow Credit Tenant Lease (CTL) and Structured Debt Products offers clients seeking high leverage, credit-backed financing a unique suite of services including both senior and subordinate debt products and access to our firm’s balance sheet in order to enhance execution certainty at various levels of the capital stack.

Our capital markets capabilities are further enhanced by the proven performance of Mesirow’s Institutional Sales and Trading floor with over 60 fixed income sales and trading professionals, each covering a unique set of credit investors across various levels of the risk/return continuum. Each transaction (regardless of size), is marketed via “Dutch-auction” process, designed to provide clients with optimal market execution results.

Mesirow’s role in the transaction does not end at settlement. Instead, Mesirow remains actively involved post-closing in matters concerning the servicing and syndicate management of financings.

**Comprehensive products**
- Credit tenant lease
  - Investment-grade
  - High yield
- Bifurcated ground lease notes
- Synthetic securities
  - Transaction “re-packs”
  - Rated and non-rated
- Equity structuring | placement
- Tax credit equity
- Tax increment financing (TIF)
- Tenant improvement and equipment lease
- Extended amortization | Residual Notes
  - B notes
  - Zero coupon
  - Partial coupon
  - A2 pari-passu securities
  - Mezzanine debt/equity
  - Rated and non-rated notes

**Tenant sector concentrations**
- Corporate
- Healthcare
- Higher education (public and private)
- Not-for-profit
- Hospitality
- Governmental (Federal, State and Local)
- Public-private partnerships (P3)
- Retail

**Additional services**
- Advisory services
  - Trust and escrow services
  - DTC registration
  - Rating and structuring analysis
  - Construction monitoring
- Credit ratings procurement
- Fund / HoldCo capital markets
- Insurance services
  - Project insurance
  - Credit insurance
  - Surety bond
- Transaction servicing

**BY THE NUMBERS**
- $7.5B+ transaction volume
- 8 consecutive years with a top 10 ranking in domestic private placements
- $125B+ annual trading volume
- 325+ advised M&A transactions
- $57.3B assets under management
- $256.6B in total assets under supervision
Distinguishing characteristics

- Access to expert distribution platform—approximately $125 billion annual trading volume\(^3\)
- Strong balance sheet & capital position
- Full service public finance capabilities
- Structural creativity
- Residual notes
- §144a and Reg S executions

- Tax-driven structures
- Mesirow balance sheet potential, including equity investments
- Résumé of executed residual notes
  - A2/B/mezzanine/other
  - 150+ transactions
  - $7+ billion in volume
- Servicing platform

About Mesirow

Mesirow is an independent, employee-owned financial services firm founded in 1937. Headquartered in Chicago, with locations around the world, we serve clients through a personal, custom approach to reaching financial goals and acting as a force for social good. With capabilities spanning Global Investment Management, Capital Markets & Investment Banking, and Advisory Services, we invest in what matters: our clients, our communities and our culture. To learn more, visit mesirow.com and follow us on LinkedIn.

Contact us

Stephen D. Jacobson
Senior Managing Director
312.595.7920
stephen.jacobson@mesirow.com

Nathaniel A. Sager
Senior Managing Director
312.595.7924
nat.sager@mesirow.com

Andrew H. Minkus
Senior Managing Director
312.595.7922
andrew.minkus@mesirow.com