



ELLIE IVANOVA
Managing Director
Structured Credit

INTRODUCTION

Ellie Ivanova is a Managing Director in ORIX USA's Structured Credit team. She joined the firm in June of 2021 after more than a decade working in the insurance industry, including the last 10 years at Wilton Re where she was focused on the origination and execution of insurance transactions. Ellie graduated from University of Pennsylvania's Program in Philosophy, Politics and Economics and has an MBA from Columbia Business School.

In a recent interview, Ellie discussed why she joined ORIX USA, her background closing deals, and the best advice she's received from other women in the industry.

INTERVIEW

Your career has been focused on the insurance industry to date. What interested you about joining ORIX USA?

Having spent the majority of my career solely focused on investing in the U.S. insurance market, I was attracted to the possibility of working on a wide variety of deals, including the ability to invest all along the capital structure and in a variety of sectors. I also liked the idea of

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playing a key role in helping ORIX USA incubate new business lines. There are so many projects and initiatives at this firm right now, and it is exciting to be a part of the growth story we're writing.

What types of projects are you are working on and what are your responsibilities?

Most recently I worked on closing an innovative transaction where we acquired a 70% stake in a special purpose vehicle (SPV), holding a block of annuity policies issued by Midwest Holdings, a publicly traded insurance company. As part of the transaction, ORIX is also now managing the investment portfolio.

The structuring team is often involved in transactions which involve financial solutions related to third party capital working closely with the Asset Management team.

Given my background in insurance, I also collaborate on deals with other business units



Ellie visits her home country of Bulgaria.

that touch that sector such as InsurTech opportunities for Growth Capital, and on structures for new and existing insurance clients for our asset management business, NXT Capital and Lument.

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Deal making seems to be in your blood. Is that what drives your work?

Definitely. We get to see plenty of interesting deals on the structuring team. It’s one of the reasons I wanted to join this company.

Our group spans all the various business units at ORIX USA and also works closely with the Asset Management business lines, so there are many ways to get involved with transactions across the organization.

Diversity in investment management is still evolving. Have other women offered you any motivational words of wisdom along the way?

The best career lesson or advice I’ve received is not to be afraid to take up space in the room or take a seat at the table. Impostor syndrome is perhaps one of the biggest hindrances to professional success for women – especially in finance, which continues to be a largely male-dominated industry.

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Aside from work, what other things interest you away from the office?

When I’m not working I like to tackle adventures with my friends (i.e., travel), spend time with my family, and experiment in the kitchen. Here’s a fun fact: I’m actually from Bulgaria and I came to the U.S. when I was 12, so most of my family is still outside of the country. I’m also a bit of a fitness junkie. You can count on me to join a run or Peloton ride any time!



Ellie takes in the sights of Argentina.