



GEOFFREY ELTER

Managing Director, Assistant Treasurer
NXT Capital (a subsidiary of ORIX Corporation USA)

INTRODUCTION

Geoffrey Elter knows what it means to grow into a role. Hired in 2010 by NXT Capital in accounting, his career trajectory moved in tandem with the company's steady growth of their business, a direct lending and financing partner to the middle market. Now Assistant Treasurer, he focuses on bank financing, securitizations and cash management for balance sheet and asset management vehicles.

Geoffrey recently shared with us what motivates him, the projects he is working on, and how he unwinds with family and friends.

[Note: NXT Capital was acquired by ORIX Corporation USA in 2018]

What brought you to NXT Capital?

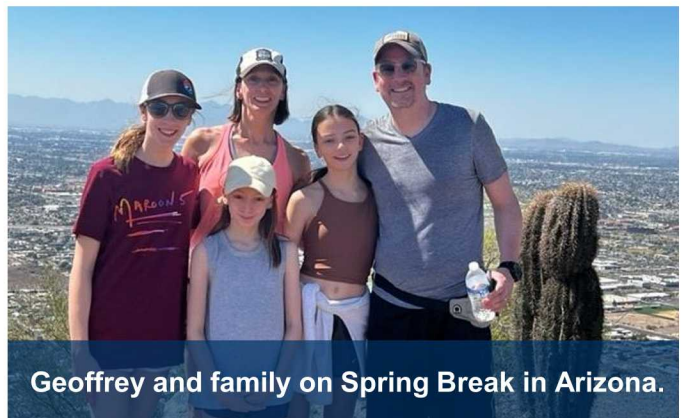
Previously I worked for the same management team at another firm, and when they secured financing to start NXT Capital in 2010 and asked me to join in the accounting group, it was a no-brainer. Even more intriguing to me was how NXT Capital was going to be financed. The team had raised equity capital and had secured bank financing to leverage the equity capital.

Additionally, there were plans to issue Collateralized Loan Obligations ("CLOs") down the road and raise third party capital for managed investment vehicles. These were all new forms of financing to me, and I knew I was going to learn a lot and I was up for the challenge.

You started in accounting, and as NXT added more credit facilities and focused on Asset Management, your role changed too.

In accounting I focused on month-end close, forecasting, budgeting, and also handled all the

cash management and credit facility management. As we continued to grow and add more credit facilities, CLOs, and funds, we decided to separate cash management and asset management functions from accounting, and I moved over to funding and asset management. From there, NXT Capital continued to focus on growing the asset management platform so we pulled the funding function out, and it became the Treasury team. The Treasury team continues to focus on all the bank financing, securitizations,



Geoffrey and family on Spring Break in Arizona.

and cash management for the balance sheet and certain asset management vehicles.

What types of projects are you working on?

Most recently I worked on a rated \$475MM multi-investor CLO-like fund, that we will manage, that included a large insurance company and a large asset manager that will purchase loans originated by NXT Capital. It was a great collaboration between the NXT Capital Investor Solutions and the ORIX USA Structuring teams. Looking ahead – I have also been working with both teams on a rated note product for insurance companies.

On the financing side, I am currently working on putting in place a Net Asset Value (“NAV”) facility for one of our existing asset management funds. The NAV facility will provide liquidity for any future increases in revolving loan borrowings in the fund and allow us to invest more of the investors’ capital without holding as much back for liquidity requirements.

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Having been at NXT Capital for almost 12 years, what keeps you motivated and committed to the firm?

Working with great people in a great culture. I also appreciate the powerful collaboration between different groups within ORIX USA. Having worked on the recently closed NXT Capital Structured Note I with the ORIX Structuring team, I saw firsthand how much we can accomplish together. They brought expertise and ideas to the structuring of the transaction that made the deal more efficient. I look forward to working with more teams within ORIX USA Group. Working at NXT Capital also allows me to come up with creative ideas for new investment vehicles and increase returns for investors, and I enjoy spending time finding ways to help our investor programs maximize and enhance returns while minimizing risk.



What career advice do you have for others?

Speak up if you see something that can be improved. I tell everyone who has ever worked for me that just because we have been doing things a certain way doesn’t mean they can’t be done better or more efficiently.

What might surprise us about you?

I love to cook. Both my parents were talented in the kitchen, and I grew up watching them. My Mom (Italian) and my Dad (German) had different backgrounds when it came to cuisine, so I am all over the place with things I like to cook and eat. I considered a culinary path out of high school, but ultimately felt a degree in Finance made more sense.

Along with cooking, how do you unwind away from work?

These days it’s all about my family. I have three daughters, ages 14, 12, and 10, who keep me on my toes! There is a lot of driving to volleyball tournaments, swim meets and gymnastics. We do like to travel and just recently spent some time hiking in Scottsdale over Spring Break.

I have passed my love of cooking on to my oldest daughter, and it is a great joy cooking with her. My middle daughter loves to go on runs with me and my wife, which is a time I cherish. Finally, my youngest LOVES to dance. We will often blast music in the house and dance like no one is watching!