

## **MUTUO FINANCIERA CLOSES USD\$100 MILLION FINANCING FACILITY PROVIDED BY CRAYHILL CAPITAL MANAGEMENT**

MEXICO CITY, MÉXICO, June 15, 2019 – Mutuo Financiera, a vehicle fleet leasing company focused on clean energy passenger transportation in Mexico, today announced that it has closed on a senior secured credit facility provided by Crayhill Capital Management (“Crayhill”), a New York-based private credit manager and asset-based lender.

The credit facility, which has a capacity of up to \$100 million, will be used for the acquisition of new compressed natural-gas vehicles to be leased to commercial and passenger transportation fleets across Mexico. The Mexican transport market is rapidly transitioning to clean burning fuels, driven by government directives and economically favorable solutions for lessees.

“Mutuo’s innovative financing solution is addressing a critical need for passenger vehicle operators in a sizeable, and fast-growing market. The Company’s innovative financing structure capitalizes on alternative energy solutions to bring down the cost of ownership for fleets while minimizing our risk as a lender,” said. Carlos Mendez, a founding Partner of Crayhill.

“Mutuo’s edge in the Mexican market comes from its ability to construct use-based payment leases that fit the operating profiles of fleet operators and its digitally enabled customer service platform” stated Antonio Diego González-Karg, Chief Executive Officer of Mutuo. “We are excited about this new partnership with Crayhill, which will allow us to continue achieving our goals of delivering and scaling a better automated fleet management solution and customized leasing products for the benefit of our customers.”

As a labor economy with fragmented public transportation solutions, commercial transport fleets facilitate the movement of millions of Mexicans daily to and from work and home. To meet fleets’ growing demand for new vehicles, Mutuo’s leasing solutions enables the transportation sector to finance their growth by merely switching to a cleaner, and lower cost energy solution using Natural-Gas powered vehicles.

Over the last 18 months, Mutuo has originated fleet contracts representing over 50,000 vehicles across several Mexican states seeking to renew their vehicle assets. As a result of this expected growth, Mutuo engaged Middlemarch Partners, LLC (“Middlemarch”), a NY-based Merchant Banking firm, to develop the company’s growth and capital strategy. Demetris Papademetriou, a Partner at Middlemarch, serves on Mutuo’s board of directors and Middlemarch’s investment banking subsidiary, Middlemarch Securities, LLC, advised on the capital raise.

Demetris Papademetriou said, "As investors and advisors to energy-related shared savings products, we recognized a unique opportunity to finance the growth of a dynamic sector for Mutuo. As Mexico shifts to cleaner energy sources, Mutuo’s value proposition will help

vehicle fleet operators switch to cheaper and more environmentally friendly vehicles. Additionally, its innovative 'pay at the pump' strategy minimizes default risks for the lender." Papademetriou added, "We knew that an experienced and innovative investor such as Crayhill would recognize the compelling nature of this investment immediately, and we helped both Mutuo and Crayhill find a deal structure that worked for both parties."

Mutuo plans to grow aggressively throughout Mexico to improve the way passenger transportation is managed around the country and help transition to more efficient sources of energy.

#### *About Mutuo Financiera*

Mutuo Financiera, a Mexican fintech company, is a financial institution that leverages AI and other technological tools to offer productive credit with an innovative approach. Mutuo facilitates the access into the financial sector to the small and medium-sized enterprises, in order to help them grow their businesses by using cleaner energies. They promote the use of Compressed Natural Gas Vehicles (CNGV), a type of fuel that has demonstrated a 20-30% reduction in carbon monoxide and an 80% reduction in nitrous oxide emissions and thus reducing global warming. For more information visit [www.mutuofinanciera.com](http://www.mutuofinanciera.com) or email [sgazca@mutuofinanciera.com](mailto:sgazca@mutuofinanciera.com).

#### *About Crayhill Capital Management*

Crayhill Capital Management LP is a New York-based alternative asset management firm that specializes in asset-based, private credit opportunities. The firm was launched in August 2015 and is registered with the U.S. SEC as an investment adviser. Crayhill strives to deliver capital solutions through tailored financing structures. Its asset-based investment strategies draw on deep sector expertise and relationships throughout the structured finance and specialty finance markets. For more information please visit [www.crayhill.com](http://www.crayhill.com) or email [info@crayhill.com](mailto:info@crayhill.com).

#### *About Middlemarch Partners*

Middlemarch Partners is a New York, NY based merchant bank that works with companies looking for well-structured and thoughtful solutions to their capital raising, M&A, and strategic partnering needs, globally. Middlemarch is particularly active within the alternative finance, payments, financial technology and business services sectors where companies require sophisticated equity and debt investment solutions. Middlemarch has raised over \$1 billion for fast growth companies, globally. Middlemarch Partners conducts investment banking through Middlemarch Securities, LLC, member FINRA, SIPC. For more information on Middlemarch Partners, LLC please visit [www.middlemarchllc.com](http://www.middlemarchllc.com).