

Extensia Financial Appoints New Leadership for Optimal Growth

New operational team will help with origination of quality loan investment opportunities for credit union stakeholders

Extensia Financial is pleased to welcome new members to its executive team who bring a wealth of knowledge and decades of experience in the credit union market. As one of the most seasoned Credit Union Service Organizations (CUSO) focused on commercial real estate, and bolstered by its recent investment from AVANA Companies, Extensia Financial is well positioned for strategic growth and continued success.

AVANA Companies appointed this customer driven team of leaders to foster its mission to build and preserve communities through Commercial Real Estate (CRE) and Small and Medium Enterprise (SME) lending opportunities. Their thought leadership in the credit union industry will underscore Extensia Financial's commitment to continually innovate new products and services for credit union partners with a focus on sustainable and impactful projects. Like AVANA Companies, Extensia Financial's underlying goal is to preserve wealth through new investment opportunities, as well as support social objectives that boost local communities and protect the environment.

"Extensia Financial is thrilled to introduce our new leadership team, comprised of highly successful individuals whose combined proficiency in credit union operations, as well as corporate growth and governance, will drive our commitment to investors, customers and communities," says Sundip Patel, Chief Executive Officer. "Their extensive CRE knowledge and expertise are already leading the way in loan quality, process improvements and improved communications with our partners."

Sanat Patel - Chief Lending Officer

A veteran of the commercial banking industry with over 25 years of experience, Sanat Patel is the Chief Lending Officer, as well as a Co-founder of the legacy company, AVANA Capital. In his position as Chief Lending Officer, Sanat oversees credit and risk administration, as well as the origination and syndication of commercial debt. Sanat excels at navigating the complexities of commercial debt management, as well as creating opportunities for entrepreneurs to realize their dreams and create wealth for their businesses to thrive. He has been instrumental in creating niche-lending programs across the United States for small business owners and developing "social underwriting" to help serve ethnic community customers. Prior to AVANA, Sanat served in various functions of commercial banking, supporting clients across segments of corporate banking within Wells Fargo Bank, Citibank, and JP Morgan. His competitive drive resulted in him being ranked in the top 10% of bankers nationwide within these institutions.

Matt Hunt - Chief Credit Officer

Matt Hunt has over 20 years of commercial lending experience with a demonstrated history of working in the financial services industry. His extensive background includes managing all aspects of credit risk for Extensia Financial, including establishing and enforcing robust credit policies, procedures, and culture, as well as overseeing credit, collateral analysis, portfolio management, on-going risk monitoring, loan documentation and construction loan disbursements. Prior to joining AVANA Companies, Matt was Senior VP and Director of

National Real Estate Lending for Zions Bank, where he oversaw the bank's nationwide commercial real estate lending platform with a primary focus in term and construction commercial real estate loans for both owner-occupied and investment properties. He brings deep experience in managing over \$5.2 billion in commercial real estate loans for Zions Bank.

Brianna Vaughan – Executive Vice President, Operations

Brianna Vaughan has 20 years of experience working for credit unions and has been associated with Extensia/CUSO during much of that time. She initially joined Extensia Financial in 2012 as the Human Resources Manager utilizing her HR degree. Over the span of her time with Extensia she has worked in every department in CUSO inclusive of Human Resources, Information Technology, Facilities, Servicing, Finance, Credit, Originations and Loss Mitigation. Her experience and knowledge in credit union practices and philosophy has made her a highly effective part of the leadership team. She has strong understanding of their systems and procedures in IT and tech support. A passionate advocate for the credit union movement, she recently received her CUDE designation specific to credit union relationships. Currently, Brianna is responsible for Information Technology and Systems, Human Resources and Facilities.

Steven Ellsworth – Vice President, Asset Management

Steven Ellsworth's more than 25 years of experience in the credit union and banking industries includes strong financial and credit analysis, loan workouts, and asset resolution experience in commercial real estate and excellent negotiation skills with third party entities. Steven's reputation for delivering servicing excellence brings a renewed customer focus to the organization. Steven has also managed both agricultural and commercial loan relationships on a national basis. His combined knowledge in asset analysis and risk management will undoubtedly introduce a great resource and advocate for Extensia's lending affiliates.

Kyung Kim – Executive Vice President, Strategic Markets

Kyung Kim is a strategically focused and collaborative executive with 15 years of experience in the financial services industry. At Extensia, he leads the company's origination efforts to drive new loan volume in new and existing markets for Credit Union partners. His areas of focus include business development efforts for construction, bridge, and permanent loans through AVANA Capital and the Extensia network of credit unions. Prior to joining Extensia, Kyung worked at GE Capital in various roles including M&A business development and strategic planning.

Shivan Perera – Senior Vice President, Participations

Shivan joined AVANA Capital as a Business Development Officer in 2016 after obtaining his MBA in Global Management from the Thunderbird School of Global Management at ASU. At Extensia, he maintains extensive network of Credit Unions, Banks, and Private Lenders with proven ability to lead origination, sale, and participation of loans. He is a Commercial Real Estate Specialist focused on creating customized end to end lending solutions with experience in credit analysis and risk management, and he is highly knowledgeable of government guaranteed and conduit debt products. Previous and current roles include experience in portfolio management and capital markets.

About AVANA Companies

The AVANA Family of Companies (AVANA) is dedicated to stimulating local economies and contributing to clean energy development across the United States. Founded in 2002 by brothers Sundip and Sanat Patel, it is a family of lending and asset management platforms that serve entrepreneurs and investors. AVANA is comprised of AVANA Capital, LendThrive™, Extensia Financial™, AVANA Fund and EqualSeat™. The company's goal is to empower American small businesses providing by providing ESG focused loans and investment opportunities that are impactful, socially driven and preserve wealth. AVANA is headquartered in Arizona and serves small business owners and investors across the United States and globally. AVANA invests in the communities it serves, creating jobs, stimulating economic growth, and contributing to sustainable projects. AVANA Capital, LLC is licensed in California under DBO license number 603K752 and in Arizona under CBK license number 0921662.

About Extensia Financial LLC

Extensia Financial (Extensia) is one of the most seasoned credit union organizations (CUSOs) focused on commercial real estate. Established in 1998, Extensia is an ESG customer service-driven organization connecting credit unions with commercial real estate brokers, commercial mortgage brokers and local investors through participation lending of socially responsible projects. Extensia partners with credit unions to diversify their lending portfolios, expanding credit union lending programs beyond their communities and mitigating concentration risk while increasing their loan to share ratio. Like its parent company AVANA, Extensia Financial strives to impact communities with clean energy projects that boost economic growth and jobs. The company is headquartered in Simi Valley, California.