

**Monthly Update November 2015** 

# Bridging the gap in real estate financing.

# A specialised financing fund targeting 10%+ annual net returns managed by proven London and European real estate experts.

The Marshall Bridge Fund (MBF) offers investors access to secure and predictable returns from short term financing of property projects in London and other major European cities. The fund's returns are not dependent on the rise in value of any property and thus is unaffected by any volatility that may occur short term in the property values.

Monthly performance											
Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16
+0.54	+0.69										

# **November Update. Managers Comment**

The fund has continued its strong predictable performance in November. We currently have potential pipeline financing trades of circa 20 mill GPB and a number of these are currently undergoing initial Due Diligence. Germany will continue to be a focus in 2016 as the yields are slightly higher than those normally found in London.

# What is the opportunity?

An increase in demand for financing while banks are reducing their lending to the sector, creates a supply shortfall which will be exploited by the fund achieving higher yields and providing safer LTVs, thus reducing risk for investors.

#### Benefit for the investor

The Marshall Bridging Fund will allow investors to have access to an uncorrelated asset with double digit returns, together with the safety of a real asset as collateral.

## **Fund key features**

The Marshall Bridging Fund (MBF) is designed to generate returns irrespective of market condition or direction, through opportunistic financing and expert understanding of the targeted markets.

- Fund will provide yield to investors with the security of a real asset: real estate
- The collateral possesses low depreciation risk offering solid collateral base for investors.
- Experienced team with established on-the-ground real estate knowledge.
- Fully transparent fund, with no black boxes.
- A fully regulated structure domiciled in Luxembourg.
- Forecast 10-12% annual returns.
- Monthly liquidity to investors.

We offer investors access to short term financing opportunities to the London and German real estate market without the risk of changing property valuations.

## The advantage of Property As collateral

The fund will lend with safe LTVs to a diversified portfolio of London and German real estate properties in strategic and proven locations to ensure sustainability.

- Target a number of real estate markets.
- Properties in key areas with sustainable valuations mitigating downside risk.
- Only use Independent valuations and robust lending practices.
- First charge and second charge with debenture to ensure investors are fully protected, whilst still accessing high yield opportunities.

MBF offers monthly liquidity, diversification through experience, growth from proven ability.

### The Fund Advisor

Marshall Hutton are London and German real estate specialists, whose added value is their deep and proven track record in the markets we target, having direct access to deal flow.

#### The fund advisors possess:

- Stable team within a 20-year partnership.
- Valuation specialists
- Provides advice to key industry players like Threadneedle Property Investment, Legal & General Investment Management, Scottish Widows Investment Partnership, The Crown Estate, Royal London Asset Management, La Salle Investment Management, AXA Real Estate Investment Management
- Direct access to deal-flow

# **General Partner - Independent Investment Committee**

The General Partner of the fund has joined forces with Concorde Capital Partners, a Pan-European commercial real estate debt capital advisory firm, focused on the Institutional market, providing advisory on acquisition financings/refinancing's & borrower restructurings, as well as commercial real estate lending platforms and loan underwriting, heads the investment committee of the General Partner.

#### Key features:

- Institutional team bringing lending and risk management know-how
- Access to proprietary system to execute deals on few days, reducing execution time.
- Usual customers are key industry players, with past working experience in Societe Generale, Commerzbank or Norton Rose Fullbright

Fund	Marshall Bridging Fund					
Type of Fund	Luxembourg SICAV SIF					
General Partner	Emerald Managements Sarl					
Independent Advisor	Concorde Capital Partners					
Fund Advisor	Marshall Hutton					
Administrator	SGG Corporate & Fund Administration Services					
Custodian	ING Bank Luxembourg					
Legal Advisor	Baker & McKenzie					
Auditor	Deloitte Luxembourg					
Currencies	GBP – EUR and USD available upon request					
Regulator	CSSF Luxembourg					
Subscription	Monthly					
Redemption	Monthly					
Tax Advisor	Speechly Bircham					
Management Fees	1.75% per annum					
Performance Fees	20% above 8.0% hurdle HWM					
ISINs "Class A"	GPB LU1265972312 EUR LU1265972403 USD LU1265972585					

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In the world of lending to real estate, people, networks and experience are everything, providing us with a privileged visibility on opportunities.

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