

# KATCH REAL ESTATE LENDING FUND

Fund Registered Address:

Aerogolf Center • 1A Heienhaff  
L-2633, Senningerberg  
Luxembourg



# Portfolio Summary – As of November 30<sup>th</sup>, 2023



## Fund Objective

The Fund aims at capturing opportunities in various location of the United Kingdom, generally outside of Central London. The United Kingdom offers very compelling opportunities for solid yield with comfortable and multiple levels of protection to senior investors. When applicable the Fund will aim to further reduce risk by insuring against unwanted risks. The objective of the Fund is to deliver 8% in USD every year, with no negative months and reasonable liquidity.

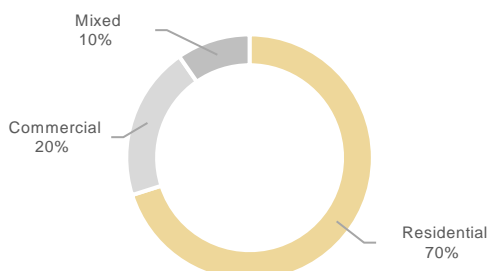


## Typical Investment

- £20,000 to £6m loan size
- 3 -12 months loan duration
- Residential-led, development and commercial properties
- Strong collateral (130% of loan value)
- Focus on locations outside of Central London
- Lending to corporate counterparties
- Clear exit strategy
- No use of leverage



## Weighted Asset Class Exposure



## Portfolio Key terms

Fund AuM	\$74.3M
Targeted Return	8%*
Average Loan Size	\$3.9M
Weighted Average LTV	68%
Average Term to Maturity	7.00 months
Number of Loans in the Portfolio	18
Weighted Average Interest Rate	13.43%

\*Institutional USD share class



## Why invest in UK?

The UK is a perfect example for the traditional banks' retreat from lending to smaller companies. SMEs, including real estate developers are left with no source of funding and have turned themselves to alternative sources of funding.

Nowadays, 82% of SMEs in the UK declare no longer using banks as source of capital and prefer dealing with private funds. Borrowers are willing to pay relatively high interest rates and offer strong guarantees, given the scarce capital supply.

Focusing on project of short duration, investments present a high level of liquidity and also makes investments more resilient against a potential economic downturn. In fact, the risk of devaluation in such a short period of time is extremely low.

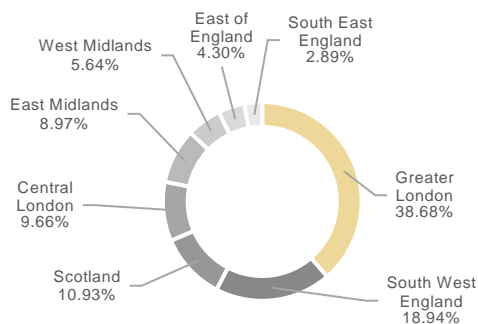


## Geographical Exposure

The Katch Real Estate Lending Fund focuses on regions that present low levels of sensitivity to a potential Brexit, allowing us to control downside risk related to potential price drops.



The regions where the capital is invested are carefully selected according to the market demand.



## Exit strategies

Sales of Units	55.98%
Refinance – Bank	29.31%
Restructure to Development Facility	14.71%



## Investment Fundamentals

Beside focusing on certain type of properties and regions where demand is high, we believe that combining low LTV with an adequate percentage of 1<sup>st</sup> lien is the key to success.

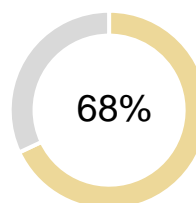
We have run several stressed scenarios where housing prices would drop by different amounts. Thanks to a focus on low LTVs, even in the event that housing prices would drop by 25% – which has never happened historically – our investments will still offer a sufficient margin in order to return the totality of the original investment.

Study presenting how different stressed scenarios would affect our portfolio margin:

Portfolio Average LTV	68%	Resulting margin of 32%
LTV affected by a drop of 10%	76%	Resulting margin of 24%
LTV affected by a drop of 20%	85%	Resulting margin of 15%
LTV affected by a drop of 25%	91%	Resulting margin of 9%



## Weighted Average LTV



## Weighted First/Second Lien Charge



# Portfolio Current Investments – As of November 30<sup>th</sup>, 2023

## Deal #1

Building consisting of 5 flats, 1 single family house and commercial premises.

- Developer: Travel Joy Hostels LTD
- Loan requirement: £5,384,256.65
- Monthly interest rate: 1.00%
- Loan to value ratio: 70%
- Loan drawdown: Sep-2020
- Loan termination: Jan-2025

[Google Map Live Location..](#)



Mixed

## Deal #2

9-storey office block which will be flipped for residential use, with 115 units.

- Developer: Paragon House Manchester
- Loan requirement: £1,343,625.34
- Monthly interest rate: 1.00%
- Loan to value ratio: 70%
- Loan drawdown: Mar-2021
- Loan termination: Oct-2023

[Google Map Live Location..](#)



Residential

## Deal #3

Refinancing an existing debt on a residential building comprising 16 residential apartments.

- Developer: Boat Race House LTD
- Loan requirement: £5,444,566.14
- Monthly interest rate: 0.90%
- Loan to value ratio: 75%
- Loan drawdown: Jan-2022
- Loan termination: Jan-2025

[Google Map Live Location..](#)



Residential

# Portfolio Current Investments – As of November 30<sup>th</sup>, 2023

## Deal #4

Property comprising two warehouse units and associated workshops outbuildings.

- Developer: Stonegate Homes LTD
- Loan requirement: £5,900,282.50
- Monthly interest rate: 1.00%
- Loan to value ratio: 71%
- Loan drawdown: Feb-2022
- Loan termination: Nov-2023

[Google Map Live Location..](#)



Mixed

## Deal #5

Financing the purchase of a bare land site with planning permission.

- Developer: AG Marina Developments
- Loan requirement: £980,000.00
- Monthly interest rate: 0.84%
- Loan to value ratio: 73%
- Loan drawdown: Apr-2022
- Loan termination: Dec-2023

[Google Map Live Location..](#)



Residential

## Deal #6

Refinancing a loan for a portfolio of properties and financing the acquisition of a house.

- Developer: LAXMI (SSOKDI) Ltd.
- Loan requirement: £1,428,750.00
- Monthly interest rate: 1.20%
- Loan to value ratio: 77%
- Loan drawdown: May-2022
- Loan termination: Dec-2023

[Google Map Live Location..](#)



Residential

# Portfolio Current Investments – As of November 30<sup>th</sup>, 2023

## Deal #7

Supporting the acquisition and development of a residential project.

- Developer: Baileys Mill
- Loan requirement: £1,582,584.63
- Monthly interest rate: 1.00%
- Loan to value ratio: 70%
- Loan drawdown: May-2022
- Loan termination: May-2024

[Google Map Live Location..](#)



Residential

## Deal #8

Assist refinance and development of a 100-130 residential units' site.

- Developer: Scrubs Lane Ltd.
- Loan requirement: £5,525,000.00
- Monthly interest rate: 1.75%
- Loan to value ratio: 64%
- Loan drawdown: Aug-2022
- Loan termination: Nov-2023

[Google Map Live Location..](#)



Commercial

## Deal #9

Supporting the acquisition and refinance of two properties in Wokingham and Laugharne.

- Developer: Victor George Homes
- Loan requirement: £894,883.11
- Monthly interest rate: 1.00%
- Loan to value ratio: 70%
- Loan drawdown: Nov-2022
- Loan termination: Nov-2023

[Google Map Live Location..](#) / [Google Map Live Location..](#)



Residential

# Portfolio Current Investments – As of November 30<sup>th</sup>, 2023

## Deal #10

Assist refinance and development of a site in Scotland to build detached eco-homes.

- Developer: Exchange Developments 001
- Loan requirement: £6,094,029.67
- Monthly interest rate: 0.88%
- Loan to value ratio: 65%
- Loan drawdown: Nov-2022
- Loan termination: Jan-2024

[Google Map Live Location..](#)



Residential

## Deal #11

Loan to acquire and refurbish a property to rent and hold as a long-term investment.

- Developer: Bethany Properties
- Loan requirement: £1,102,526.00
- Monthly interest rate: 1.00%
- Loan to value ratio: 67%
- Loan drawdown: Dec-2022
- Loan termination: Dec-2023

[Google Map Live Location..](#)



Residential

## Deal #12

Assist refinance of a former farm in Worcester to be developed into commercial offices.

- Developer: Marsten Developments
- Loan requirement: £2,437,500.00
- Monthly interest rate: 1.00%
- Loan to value ratio: 65%
- Loan drawdown: Dec-2022
- Loan termination: Dec-2023

[Google Map Live Location..](#)



Commercial

# Portfolio Current Investments – As of November 30<sup>th</sup>, 2023

## Deal #13

Assist with acquiring and funding 100% of the development for 5 detached eco homes.

- Developer: Pure Eco Homes Ltd
- Loan requirement: £2,397,270.30
- Monthly interest rate: 0.83%
- Loan to value ratio: 73%
- Loan drawdown: Jan-2023
- Loan termination: Apr-2024

[Google Map Live Location..](#)



Residential

## Deal #14

Assist in refinance of the light refurbishment of a freehold house in Roehampton.

- Developer: Roehampton Lane
- Loan requirement: £1,765,433.24
- Monthly interest rate: 1.00%
- Loan to value ratio: 67%
- Loan drawdown: Feb-2023
- Loan termination: Feb-2024

[Google Map Live Location..](#)



Residential

## Deal #15

Assist development of 69 social/affordable residential dwellings in Somerset.

- Developer: Bridgwater Homes
- Loan requirement: £7,222,035.47
- Monthly interest rate: 0.88%
- Loan to value ratio: 60%
- Loan drawdown: Mar-2023
- Loan termination: Jun-2024

[Google Map Live Location..](#)



Commercial

# Portfolio Current Investments – As of November 30<sup>th</sup>, 2023

## Deal #16

Refinance a plot of land in Reading.

- Developer: Wigmore Lane
- Loan requirement: £1,608,750.00
- Monthly interest rate: 1.10%
- Loan to value ratio: 63%
- Loan drawdown: May-2023
- Loan termination: Nov-2024

[Google Map Live Location..](#)



Commercial

## Deal #17

Provide a 'finish and exit' loan for 9 residential dwellings in South-West England.

- Developer: Oval Estates
- Loan requirement: £2,444,845.53
- Monthly interest rate: 1.00%
- Loan to value ratio: 74%
- Loan drawdown: Jun-2023
- Loan termination: Mar-2024

[Google Map Live Location..](#)



Residential

## Deal #18

Refinance a land near Worcester, west England.

- Developer: Norton Parkway Developments
- Loan requirement: £1,715,629.00
- Monthly interest rate: 1.15%
- Loan to value ratio: 63%
- Loan drawdown: Jul-2023
- Loan termination: Nov-2023

[Google Map Live Location..](#)



Commercial

## Portfolio Current Investments – As of November 30<sup>th</sup>, 2023

### Deal #19

Finance an acquisition bridging loan to complete a high-end refurbishment in Barnes.

- Developer: Hanell Road Development Ltd.
- Loan requirement: £1,832,130.00
- Monthly interest rate: 1.57%
- Loan to value ratio: 90%
- Loan drawdown: Nov-2023
- Loan termination: Jun-2024

[Google Map Live Location..](#)



Residential

## Exited Deals – As of November 30<sup>th</sup>, 2023

Name of Loan	Investment Amount	Drawdown Date	Maturity Date	IRR to Term	LTV
Pivot Lending No4	£2,400,000	Jul-19	Oct-20	12.24%	65
Boyer	£375,000	Oct-19	Dec-20	11.39%	75
Andrew Hall & Linwood	£1,897,500	Oct-19	Nov-21	12.06%	75
Brockley Hill Golf Club	£3,159,000	Oct-19	Oct-20	11.39%	25
Travel Joy (1)	£2,870,000	Dec-19	Dec-20	12.74%	70
Pivot Lending No4 (2)	£1,560,397	Jan-20	Oct-20	11.00%	32
Oak Projects	£262,500	Apr-20	Oct-20	12.74%	75
Hamborough Securities	£3,059,000	May-20	May-21	11.40%	46
Eaglefield	£341,000	Jun-20	May-21	11.40%	31
Boyer (2)	£700,000	Sep-20	Aug-21	11.39%	75
Peak Group Gloucester	£369,000	Oct-20	Jul-21	12.68%	60
Collective Action 2	£5,120,000	Jan-21	Feb-22	11.39%	64
Westgate	£1,155,000	Jan-21	May-21	12.68%	70
Box Ridge Homes Limited	£1,350,000	Jan-21	Aug-21	14.09%	90
Wilbert & Co Properties	£378,750	Mar-21	Sep-21	12.68%	75
Brockley Hill Golf Club (2)	£1,216,842	Mar-21	Sep-21	11.39%	30
Investar (Talbot Road)	£1,787,500	May-21	Nov-21	12.60%	65
BBK Properties	£4,200,000	Aug-21	Jan-22	11.39%	70
GG Midland Investments	£3,060,000	Sep-21	Mar-22	10.73%	60
Newmarket	£1,253,000	Sep-21	Jun-22	11.39%	70
Hattington Group	£2,340,000	Sep-21	May-22	11.39%	65
Victor Assets	£405,000	Oct-21	Apr-22	10.73%	75
Smarden Developments	£1,080,000	Nov-21	Nov-22	12.06%	60
Johnsons Berry	£1,012,500	Jan-22	Jul-22	11.39%	75
Emerald Assets	£1,764,668	Feb-22	Sep-22	10.84%	74
Investar Developments	£954,750	Mar-22	Sep-22	12.68%	75
Raky Hotels	£1,300,000	May-22	Oct-22	10.68%	65
Hackney Road Property	£1,173,598	Dec-21	Mar-23	9.60%	70
Four Seasons Nursing Home	£2,470,000	Mar-22	May-23	10.20%	65

## Exited Deals – As of November 30<sup>th</sup>, 2023

Name of Loan	Investment Amount	Drawdown Date	Maturity Date	IRR to Term	LTV
Oat Hill Homes	£1,339,139	Apr-22	Jul-23	11.04%	69
Lowlands Derby	£849,750	Dec-22	Jun-23	11.40%	69
Bushey Heath (Neeyati)	£750,000	Aug-22	Aug-23	10.20%	67
Opal Asset LTD	£6,146,550	Mar-22	Sep-23	9.84%	80

# Portfolio Managers



## **Stephane Prigent, CFA**

*Chief Executive Officer at Katch Investment Group*

Stephane has more than 20 years of experience in asset management in several locations around the world: Paris, Boston, NYC, London, and Panama City. He has worked in several banks, such as BNP Paribas, Lehman Brothers, State Street Capital, and Credit Andorra. His focus has been on the construction and management of portfolios for clients with a focus on alternative investments. In his previous experience at State Street London, Stephane was a managing director in his global head of equity sales research position. He was a member of the European executive committee and oversaw 25 people located in New York City, London, and Hong Kong.

Stephane has a master's degree from IPAG Business School in Paris and an MBA from Darden School of Business (University of Virginia) and is a CFA charter holder.



## **Nick Oakley**

*Real Estate Portfolio Manager at Katch Investment Group*

Nick has over 25 years of real estate backed underwriting experience, specializing in origination and the management of debt positions in development finance and short-term finance. As well as establishing and managing teams in these areas. Most recently, Nick held the role of the Head of Lending for a bespoke London-based private debt fund with AUM of over GBP 150M. Prior to this, Nick was the Managing Director of Structured Finance at a specialist UK lender with AUM of over GBP 250M. Nick has previously worked at Arbutnot Latham & Co. Ltd, Private Bank; Singer & Friedlander; Adam & Company; and Lloyds Bank Plc. Nick is responsible for executing and monitoring of Katch's Real Estate Lending Strategy.

Nick has a BA (Hons) and BSc. (Hons) in Financial Services; is an Associate of the Chartered Banker Institute (ACIB / ACBI) (2006) and holds the Certificate in Mortgage Advice & Practice (CeMAP).

### **Important Notice:**

The material being provided (the "document") including all information relation to the Katch Fund Solutions - Katch Real Estate Lending Fund (The Sub-Fund), a sub-fund of the Katch Fund Solutions S.A. SICAV RAIF (the "Fund"), is confidential and is intended solely for the use of the person or persons to who it is given or sent and may not be reproduced, copied or given in whole or in part, to any other person. The Document is not approved for the public and is only intended for recipients who would be generally classified as "professional", "institutional" or "well-informed" investors who equally qualify as professional clients within the meaning of Annex II of Directive 2014/65/EU of the European Parliament and of the Council of 15 May 2014 on markets in financial instruments. The Document is not designed for use in any jurisdiction or location where the publication or availability of the Document would be contrary to local law or regulation. If you have access to the Document, it is your responsibility to be aware of and to observe all applicable laws and regulations of any relevant jurisdiction and it is recommended an investor first obtains appropriate legal, tax, investment or other professional advice prior to acting upon the Document. The Document shall not be considered as a private placement memorandum or a public offer. In connection with the information given in this Document, no person is authorized to give any information nor to make any representations other than those contained in this Document and any commitment to the Sub-Fund made by any person on the basis of statements or representations not contained in or inconsistent with the information contained herein shall be solely at the risk of that person. This Document does not purport to be all-inclusive and does not necessarily contain all the information that a prospective investor may desire in deciding whether or not to commit to the Sub-Fund. No representation or warranty, express or implied, is or will be made in relation to, and no responsibility or liability is or will be accepted by the Fund as to or in relation to the accuracy or completeness of this Document or any other information, written or oral, made available to any recipient or its advisors in connection with any further investigation of the Fund. The materials contained herein are intended to supplement discussions between the Fund and the recipients, and the supplemental discussions are required for these materials to be meaningful. The information contained in this Document will be superseded by, and is qualified in its entirety by reference to, the placement memorandum of the Fund, which will contain information about the investment objective, terms and conditions of an investment in the Sub-Fund and will also contain tax information and risk disclosures that are important to any investment decision regarding the Sub-Fund and which should be read carefully prior to an investment in the Sub-Fund, and also is qualified in its entirety by reference to the articles of association of the Fund and the commitment agreement for the Sub-Fund. To the best of its knowledge, the Fund has taken all reasonable care to ensure that the information contained herein is in accordance with the facts and does not omit anything likely to mutually affect the importance of such information at the date of issuance of this Document. The Fund expressly disclaims any and all liability based on such information, errors in such information, or omissions from such information. In particular, no representation or warranty is given as to the accuracy of any financial information contained in this Document or as to the achievement or reasonableness of any forecasts, projections, management targets, prospects or returns. Prospective investors should not construe the content of this Document as investment, legal, business, accounting, tax or other advice. In making an investment decision, prospective investors must rely on their own examination of the Fund and the Sub-Fund and the related documentation and the terms of the offer, including the merits and risks involved which can be obtained from the AIFM of the Fund. Each prospective investor should consult his/her own attorneys, business advisors and/or tax advisors as to legal, business, accounting, tax and related matters concerning an investment in the Sub-Fund. An investment in the Sub-Fund involves risks. Prospective investors should have the financial ability and willingness to accept such risk characteristics. Neither the distribution of this Document nor any offer shall under any circumstances create any implication or constitute a representation that there has been no change in the business or affairs or any other information contained in the Document since the date of this Document.

Distribution in Switzerland to qualified investors only and in accordance with the Collective Investment Schemes Act (CISA):

The Sub-Fund may only be offered and this document may only be distributed in Switzerland to qualified investors. Home country of the Fund: Luxembourg. The representative in Switzerland is Carnegie Fund Services SA, 11 rue du General-Dulour, 1204 Geneva, Switzerland. Swiss Paying Agent in Switzerland is Banque Cantonale de Geneve, 17 quai de l'île, 1204 Geneva, Switzerland. The offering memorandum and other key investor information document or fund contract as well as the annual reports may be obtained free of charge from the representative. In respect of the units distributed in and from Switzerland, the place of performance and jurisdiction is the registered office of the Representative.

