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LOTUS CAPITAL PARTNERS WINS REFINANCING OF THE YEAR AT EUROPEAN PROPERTY FINANCE AWARDS 2018

Frankfurt – November 20, 2018 - Lotus Capital Partners, LLC (“Lotus”), a New York based real estate capital advisory firm, was recognized with a European Property Finance Award by *Property Investor Europe Magazine* at the publication’s 2018 ceremony, held last month at the Steigenberger Frankfurter Hof hotel.

Lotus won the “Refinancing of the Year” award for closing Belgravia Gate— a £170MM (\$237MM) inventory financing secured by a row of townhouses converted into 12 ultra-luxury apartments in London’s famed “Golden Postcode.” Belgravia Gate is likely the most expensive condominium property in the world by average price per unit – and the financing achieved by Lotus of £19MM (\$26MM) per unit ranks among the highest ever secured in the history of residential lending.

“Lotus is honored to be recognized by *Property Investor Europe Magazine* with this award as it speaks to the heart of our value proposition: an unmatched combination of client dedication, advisory expertise and deep relationships with decision-makers at the industry’s top lending institutions,” said Founder and Managing Partner Faisal Ashraf.



These honors mark the culmination of the firm’s second year that saw Lotus grow from a “new player” to the top one-percent of all debt placement firms in the U.S. (in terms of capital arranged and assignments won).

With regard to the Belgravia Gate transaction, in normal market conditions, this was a complex financing assignment due to a combination of factors including size, loan basis per unit, luxury segment, and unit concentration – and would now prove nearly impossible to finance as a result of economic uncertainty due to Brexit, the UK’s 2017 General Election, and a myriad of additional factors. The sizable loan request and thin market for luxury homes (especially those valued at £30M+) made lenders view Belgravia Gate’s financing as a significant risk, reducing the pool of interested lenders.

Early on, Wainbridge (the “Sponsor”), a development coordinator of luxury residential projects, understood that raising capital secured solely by the unsold inventory of 12 luxury townhomes would prove difficult based on the loan terms they were seeking – and as a result exclusively engaged Lotus Capital Partners after its’ team proposed several attractive structured finance solutions (including whole loans, senior and sub bids), and pro-rata pay options (to keep cost of funds low as units sold).



Belgravia Gate

Despite the grueling obstacles, Lotus was able to successfully source and close the financing while advising the Sponsor extensively on strategy and loan structure. Lotus creatively engineered a package that provided maximum proceeds and optimal flexibility to execute on the Sponsor's plan, tailored to reducing prepayment costs through condo sales. Lotus demonstrated its breadth of global capital relationships and keep mastery ability to position lending opportunities with key capital sources, evidenced by the numerous bids Lotus was able to obtain from the Middle East, East Asia, Investment Banks, and Debt Funds.

About Lotus Capital Partners, LLC

Lotus Capital Partners ("Lotus") Lotus Capital Partners is a New York based real estate capital advisory firm. With advisory assignments now spanning three continents, Lotus is a global capital arranger and the fastest growing real estate capital advisory firm in the US. Lotus is focused on delivering complex real estate finance solutions that are custom-tailored to meet its client's needs – serving its clients through two business lines: Debt Placement and Loan Sales & Distribution.

The team is comprised of lending and distribution veterans who have closed more than \$40 billion in structured real estate debt transactions.

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