

## VALUE CREATION IN SPECIAL SITUATIONS – *SPECIAL SITUATIONS LENDING*

### ***Specialist Lending***

- With traditional retail and banking lenders restricted by tightened regulatory liquidity and risk-weighted capital requirements, high yield lending is a substantially more challenging environment
- Yoo Capital combines the in-house capital markets and structuring capability with large-scale development and asset management capability to thoroughly underwrite complex lending situations
- The firm collaborates with high-quality borrowers to tailor loans around their requirements, and can create facilities that flex around fluid businessplans for opportunistic situations and assets in transition
- The firm also brings hands on creative real estate solutions in a collaborative approach with borrowers which is unusual and highly value-added.

### ***Case Study***

- Hoola Towers is a major new development in the Royal Docks, adjacent to Canary Wharf (Zone 3)
- An off-market transaction to provide \$160 million of debt funding with in principle commitments within 4 weeks and completed loans within 90 days
- The loan was successfully structured, negotiated and closed on time, with construction and sales completed ahead of schedule and within budget
- Yoo Capital also conceived of and structured the sale of a portion of the loan to significantly de-risk its investment partners and enhance returns
- The loan was successfully sold-down, generating equity-like returns for the unsold investment which was also successfully exited upon delivery of the scheme in 2016
- Yoo Capital acted as the Loan Asset Manager, working closely with the developer and the equity investors



*Hoola Towers, London*