

## CREATING FUTURE CORE: *SPECIALIST LENDING*

Yoo Capital combines in-house capital markets and structuring capability with large-scale development and asset management capability to manage complex debt situations. The firm creates unique solutions collaboratively with borrowers to add further value.

With traditional retail lenders restricted by tightened regulatory liquidity and risk-weighted capital requirements, high yield lending provides attractive risk-reward returns.

### ***Hoola Towers***

- ❖ In 2014, Yoo Capital partnered with a major family office to provide \$160 million of development financing to a well respected residential mixed-use developer backed by the founders of a major publicly listed commodities company
  - ❖ Hoola Towers was a major new development site in the up and coming Royal Docks near Canary Wharf. The severe shortage for affordable London homes was peaking with significant pent-up demand from first time buyers and overseas investors
  - ❖ However, with development funding scarce, the Hoola Towers transaction was in jeopardy of stalling. Yoo Capital identified the off-market opportunity to provide \$160 million of debt funding at attractive yields and completed within 90 days from initial commitment
  - ❖ Yoo Capital also created an opportunity after observing the retail lending market actively seeking yield and slowly opening back up to residential development
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- ❖ Yoo Capital successfully structured, negotiated and closed the loan and successfully sold down a significant portion to a global retail bank at a significant markup, generating equity-like returns while maintaining primary control over the loan
  - ❖ Yoo Capital acted as the Loan Asset Manager on behalf of the major family office and worked closely with all stakeholders, including the borrower and its investors



*Hoola Towers, London*