

Global Capital Advisory

LOTUS
CAPITAL PARTNERS

Contact Our Leadership Team:
Faisal S. Ashraf | Managing Partner
o: 212-922-0555 | c: 646-226-6701
fashraf@lotus-cp.com | www.lotus-cp.com

Lotus Capital Partners is a New York based real estate capital advisory firm. With assignments now spanning three continents, Lotus is the fastest growing real estate capital advisor in the US. Lotus serves its clients through the following business lines:

- **CAPITAL PLACEMENT:** Serving real estate owners and developers by arranging Structured Debt, Preferred Equity, Mezzanine Finance, and Joint Venture Equity for existing, transitional and construction projects
- **LOAN SALES:** Executing the sale of loan positions through structured and non-structured transactions
- **WORKOUT / RESTRUCTURING ADVISORY:** Investment advisory for real estate owners in need of Loan Restructuring and Workout Solutions with their existing lender

Together, our three business lines serve to provide our clients with services that require capital markets access and expertise. Our area of excellence is commercial real estate finance and our approach combines a deep appreciation for our clients' real estate capital needs, entrepreneurial thinking, and, most importantly, an unwavering dedication to those we serve.



CAPITAL PLACEMENT

- ✓ STRUCTURING ADVISORY
- ✓ STRUCTURED DEBT PLACEMENT
- ✓ MEZZ / PEF EQUITY PLACEMENT
- ✓ SELECT EQUITY PLACEMENT
- ✓ SPECIAL SITUATIONS
- ✓ FLEXIBLE BRIDGE LOANS FOR VALUE-ADD OPPORTUNITIES
- ✓ NON-RECOURSE CONSTRUCTION FINANCING SPECIALTY
- ✓ IDENTIFICATION OF ARBITRAGE OPPORTUNITIES



LOAN SALES

- ✓ WE ARE A "RENTABLE" PRIVATE PLACEMENT DESK
- ✓ WE SPECIALIZE IN THE SALES OF A-NOTES, MEZZ DEBT & WHOLE LOANS
- ✓ WE POSSESS DECADES OF SELL-SIDE DISTRIBUTION EXPERIENCE
- ✓ \$15 BILLION PLACED OVER 20-YEARS WITH +100 INVESTORS
- ✓ HELP LENDERS FREE UP CAPITAL OR ENHANCE RETURNS
- ✓ ASSIST LENDERS IN TRIMMING RISK & PORTFOLIO CONCENTRATIONS
- ✓ ABILITY TO PLACE DISCREETLY THROUGH A HIGHLY SELECTIVE MARKETING PROCESS
- ✓ UNDERSTAND HOW TO RUN A PLACEMENT PROCESS THAT PROTECTS VALUE



RESTRUCTURING ADVISORY

- ✓ WE ARE FORMER LENDERS & LOAN STRUCTURING SPECIALISTS
- ✓ WE MAINTAIN UNMATCHED LENDING RELATIONSHIPS
- ✓ WE UNDERSTAND WHAT MAKES LENDERS "TICK"
- ✓ WE HAVE MORAL AUTHORITY & MARKET CREDIBILITY
- ✓ DEED-IN-LIEUS
- ✓ MODIFICATIONS / RELEASES
- ✓ DISCOUNTED PAYOFFS / RECAPS
- ✓ DEBT SUBORDINATION IN THE FORM OF A/B NOTES ("HOPE NOTES")
- ✓ EXTENSIONS, RATE REDUCTION, & GUARANTY / ESCROW RELIEF



TESTED CAPITAL
RELATIONSHIPS



OVERSEEN
BY LENDING
VETERANS



FIDUCIARY
MINDSET



PROBLEM
SOLVERS



ANALYTICAL
RIGOR



INNOVATIVE
ENTREPRENEURIAL
THINKING