



Established | Independent | Expert

Rosette Merchant Bank Overview

Based in London



Heritage in Kuwait



Overview

- Established over ten years ago
- Fully FCA authorised and regulated
- Represent investors across the GCC and SE Asia
- Dual focus
 - Real Estate equity investment
 - Acquired over £180m over c. 18 months
 - UK sukuk issuance
 - Active with UK councils
- Firm is in the process of a MBO



SAM BROADHEAD Chief Executive Officer




AMR KENAWY Chief Business Development Officer



STUART JARVIS Investment Director

UK Commercial Real Estate Acquisition Process

UK Commercial Real Estate

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- Understand investor requirements
 - Source deal flow
 - £0.5 to £1bn per month

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- Review and short-list
 - Initial due diligence: financial model, underwriting

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- Site visit
 - Investment Summary

BID MANAGEMENT

Submit Offer

Liaison with Vendor

UNDER OFFER

Heads of Terms

Key Advisors

Investment Committee

LEVERAGE

Source

Negotiate

ACQUISITION PROCESS

Due Diligence

Structuring

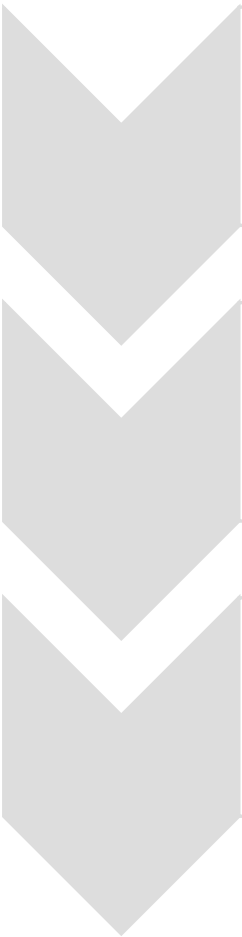
Negotiation

Asset Management

- Property fundamentals
 - Rent demands
 - Insurance
- Reporting
 - Quarterly investor reporting
 - Quarterly banking compliance certificates
- On-going investment advisory
 - Value-add opportunities
 - Exit horizon

UK Sukuk Issuance Process

Sukuk Structuring

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- Understand issuer requirements
 - Analyse asset base
- Recommend structures
 - 'No names' price discussions
- Lead structuring
 - Run placement

Sukuk Structuring

- UK Local Councils
 - Real estate securitisation
 - Quasi UK Government risk + over collateralisation
 - High investor demand for risk / return profile
 - Issuance sizes of £100-200m

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