

Kismet Kapital

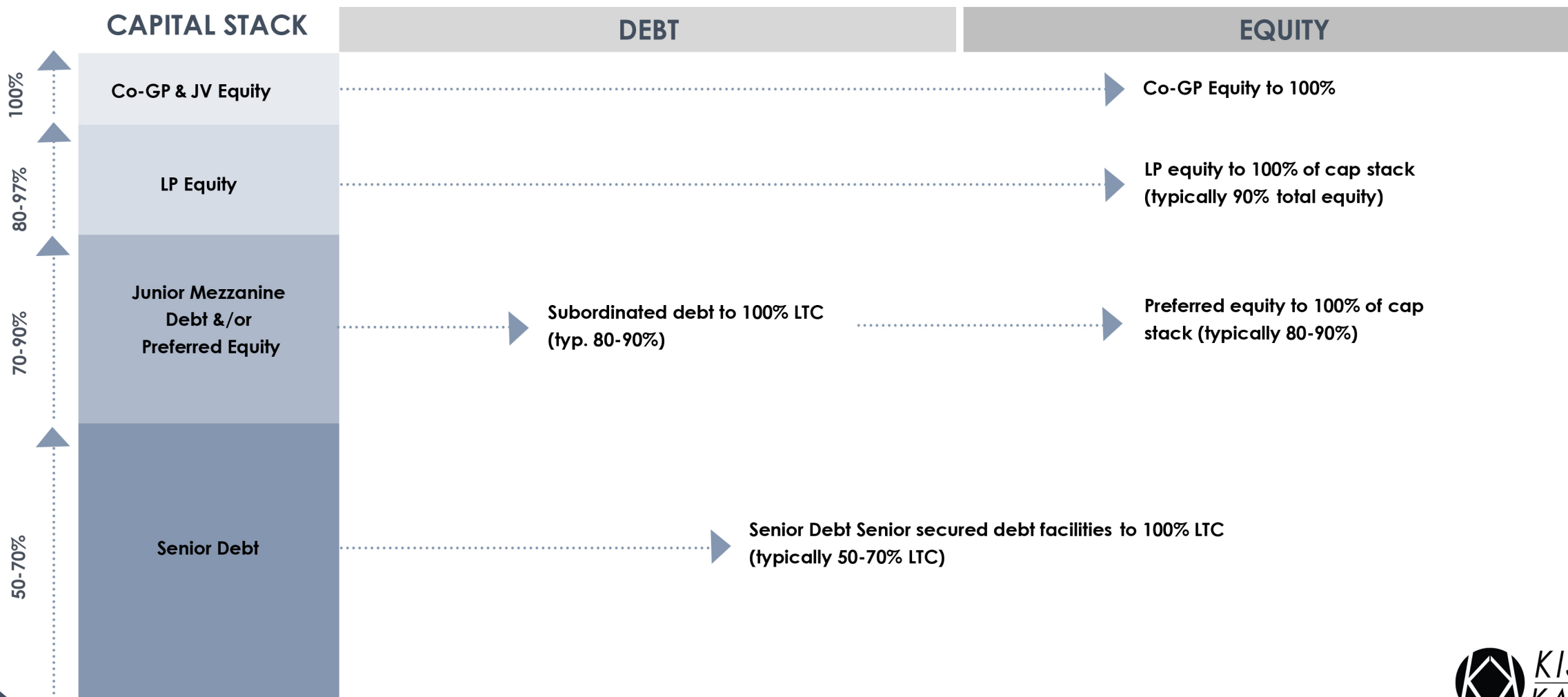
Global Investors & Financiers

Kismet Kapital are global investors and financiers specialising in debt and equity capitalization of projects, funds, assets and ventures across the capital stack.



WHOLE CAPITAL STACK FINANCIERS

kismet kapital are 'whole-capital-stack' investors and financiers. We specialize in creating bespoke debt and equity structures that capitalize funds, projects and ventures to optimum performance.



Kismet Kapital

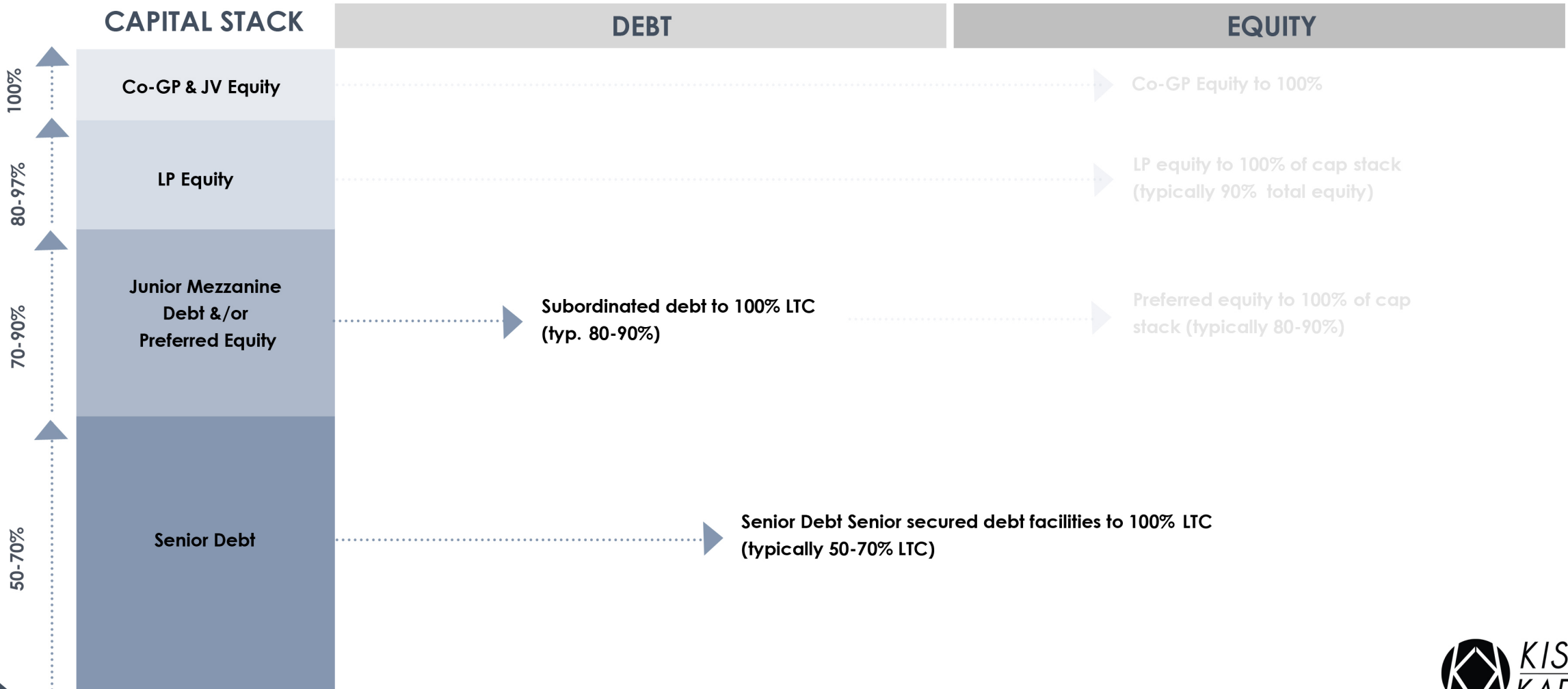
Debt:

- Senior Debt
- Junior/Mezzanine Subordinated Debt



DEBT CAPITAL

Senior and Junior/Mezzanine Debt Lending



SENIOR DEBT

Kismet Kapital are global debt financiers specialising in structured debt facilities for large-scale project developments and asset acquisitions, as well as credit facilities for debt and equity based investment funds. We are regarded as a financier of choice for complex projects and lending cases where traditional lending institutions simply cannot transact.

CASE STUDY

Challenge

A US Investor had in contract a vacant office building in the Hudson Yards neighborhood of Manhattan requiring 90% debt funding against a non - cash-flowing asset.

Solution

Kismet Kapital worked with local architects, contractors and management agents to put together a team that would deliver a conversion to affordable condos.

Result

Within 10 days, Kismet was able to provide a 95% LTV acquisition loan at low interest rates to fund what was deemed an "unfundable" project.

Senior Debt Investment Range

- 50 million to 1+ billion (\$/£/€)

Key Benefits

- Secure senior debt at maximum leverage
- LTC ratios up to 100% depending on security
- Complex project funding facilities
- Revolving lines of credit
- Floating & fixed loans at low rates (L+ 2-10% pa)
- Creative security structuring for complex deals

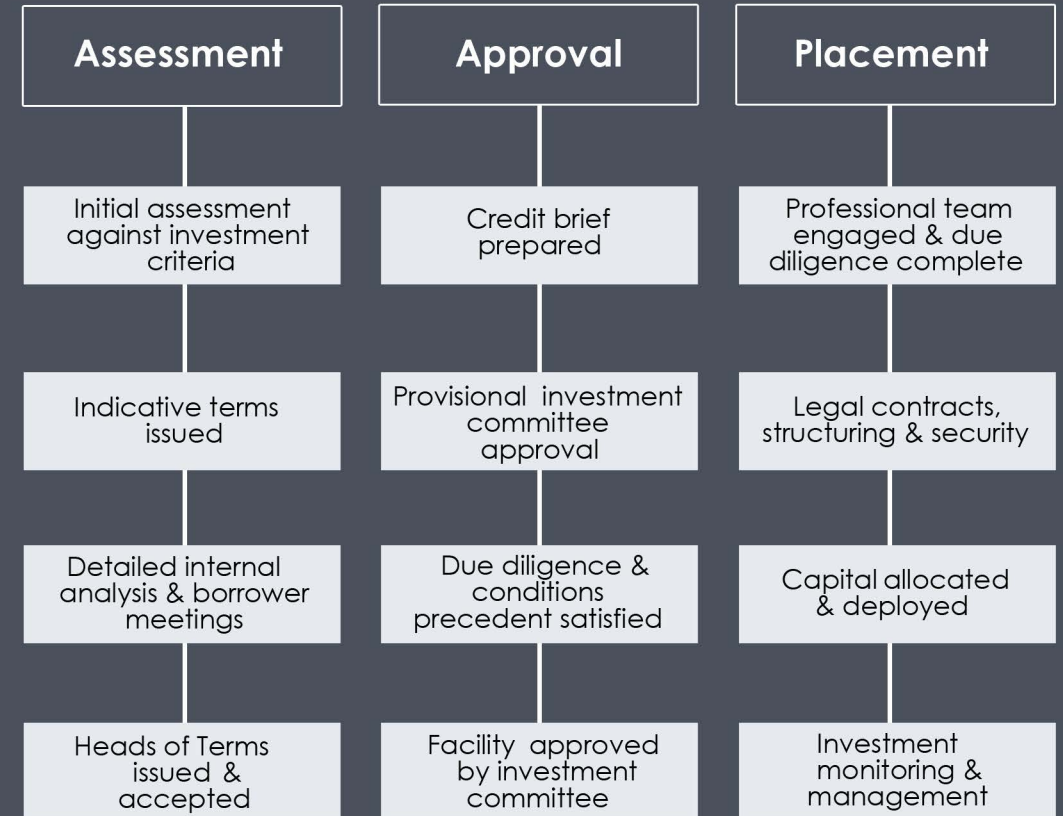
Asset Classes & Sectors

- Equity & debt funds (sector agnostic)
- Private equity
- Corporate finance
- **Project financing:**
- Real estate
- Energy & power
- Infrastructure
- Natural resources

General Criteria & Terms

- Satisfactory equity contribution &/or security
- Seasoned sponsor/asset manager experience

INVESTMENT PROCESS



INDICATIVE PLACEMENT TIMELINE



MEZZANINE & JUNIOR SUBORDINATED DEBT

With an entrepreneurial approach to lending, Kismet Kapital provides subordinated mezzanine loans and junior debt facilities to fulfil gap and transitional capital requirements. Our facilities are flexible to the needs of diverse projects and ventures, and solution orientated for asset managers and sponsors.

CASE STUDY

Challenge

An international private equity fund was sponsoring the acquisition of an operating company in US. Funding was to be via a senior debt facility and balance sheet equity; however, due to constraints within the funds charter there was a shortfall within the capital stack to complete the transaction.

Solution

Kismet Kapital worked with the fund manager to structure a subordinated debt facility to infill the gap between senior debt and equity to complete the capital stack.

Result

The fund was able to close on the transaction while optimizing the capital stack to reduce their equity investment and boost net IRR and MOIC returns.

Junior Subordinated Debt Investment Range

- 25 million to 250 million (\$/£/€)

Markets

- Optimize capital stack composition
- Minimize equity contributions
- LTC ratios up to 100% depending on security
- Complex project funding facilities
- Floating & fixed loans at low rates
- Creative security structuring for complex deals

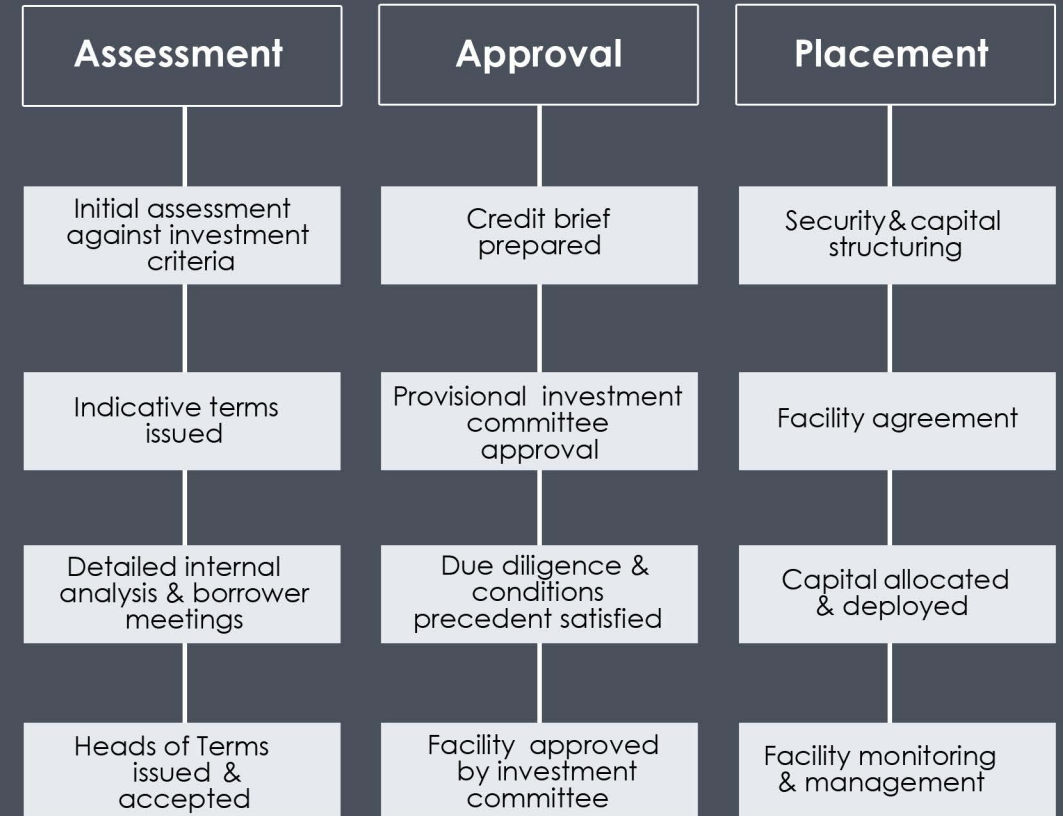
Asset Classes & Sectors

- Equity & debt funds (sector agnostic)
- Private equity
- Corporate finance
- **Project investments:**
- Real estate
- Energy & power
- Infrastructure
- Natural resources

General Criteria & Terms

- Satisfactory equity contribution &/or security
- Seasoned sponsor/asset manager experience

INVESTMENT PROCESS



INDICATIVE PLACEMENT TIMELINE



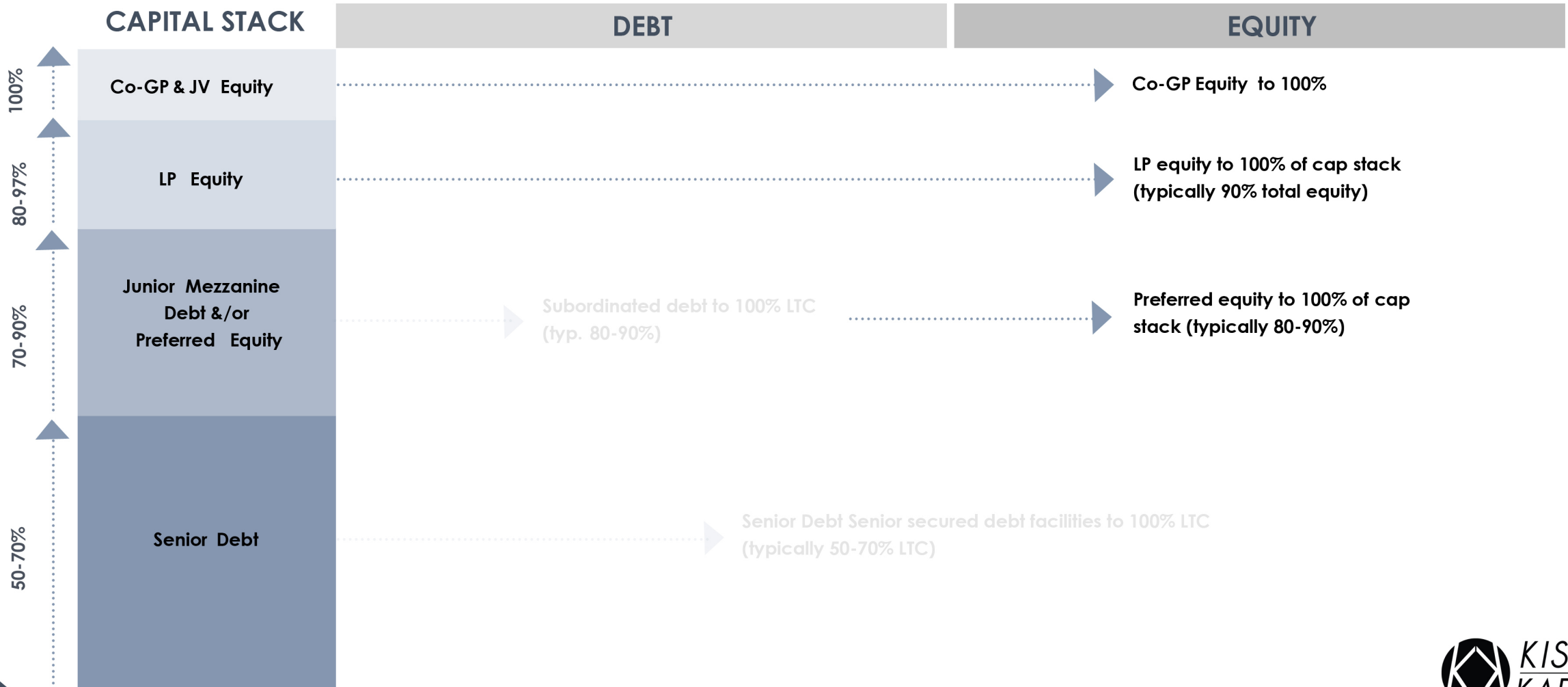
Kismet Kapital

Equity:

- Co-GP & JV Equity
 - LP Equity
- Preferred Equity

WHOLE CAPITAL STACK FINANCIERS

kismet kapital are 'whole-capital-stack' investors and financiers. We specialize in creating bespoke debt and equity structures that capitalize funds, projects and ventures to optimum performance.



CO-GP & JOINT VENTURE EQUITY INVESTMENT

We understand the capital constraints project sponsors and fund managers face in satisfying General Partner equity commitments to initiate and expand projects and funds of significant scale. Kismet Kapital invests Co-GP & Joint Venture equity along side selected sponsors and managers to augment capital capability and unlock increased LP investment.

CASE STUDY

Challenge

An East Coast USA commercial real estate developer had opportunity to increase their development pipeline both in terms of project size and volume, yet the company principals were constrained by limited liquid capital to keep pace with GP equity requirements.

Solution

Kismet Kapital provided Co-GP equity investment to the developer at a 2:1 ratio (investing \$2 for every \$1 contributed by GP principals), thus giving the GP three times the capital capability.

Result

The sponsor was able to secure multiple larger-scale projects with confidence and in-turn demonstrate capital alignment with LP investors to efficiently raise preferred equity capital to undertake all projects successfully.

Co-GP & JV Equity Investment Range

- 10 million to 100 million (\$/£/€)

Markets

- Global mature and emerging markets

Key Benefits

- Reduce GP capital limitations
- Enhance GP IRR & MOIC returns
- Increase LP investor confidence
- Raise LP capital faster at increased volumes
- Scale projects & funds with greater efficiency

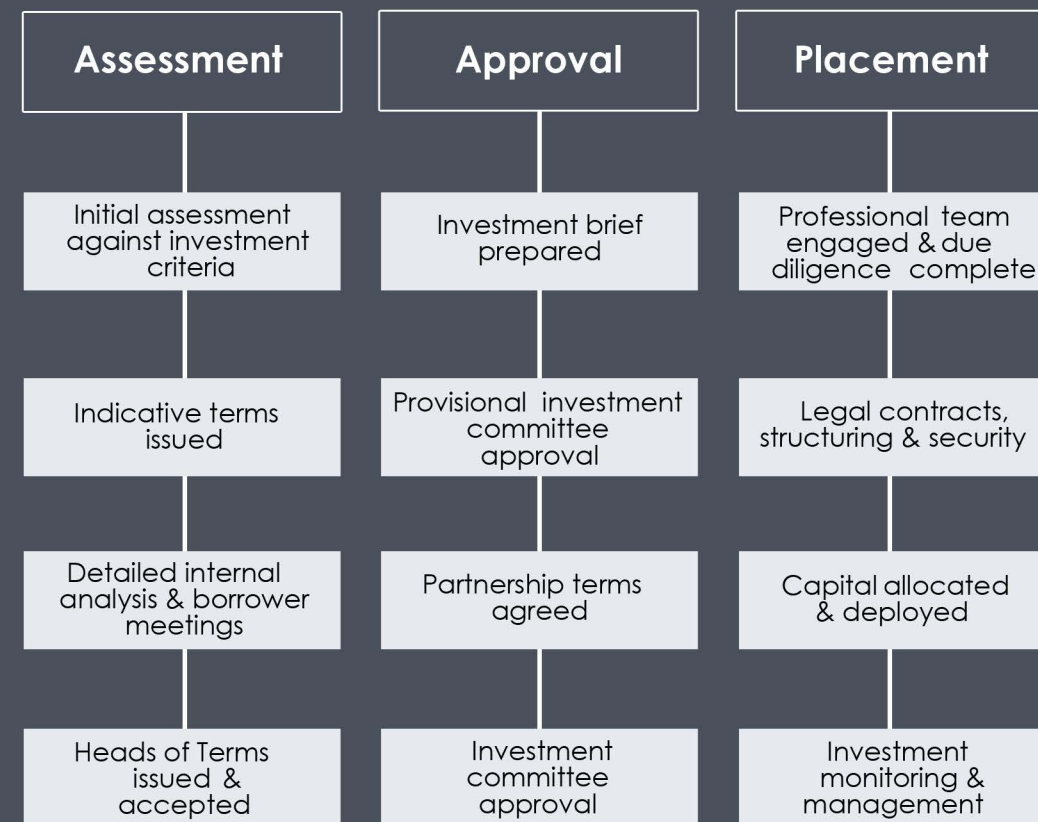
Asset Classes & GP Investment Partners

- Fund & asset managers (sector agnostic)
- **Project developers/sponsor:**
 - Real estate
 - Energy & power
 - Infrastructure
 - Natural resources
 - Private equity managers
 - Operating company expansion

General Criteria & Terms

- Seasoned sponsor/asset manager experience
- Investment/business plan approval
- Satisfactory minimum GP contribution

INVESTMENT PROCESS



INDICATIVE PLACEMENT TIMELINE



LP EQUITY INVESTMENT

As private investors and financiers, Kismet Kapital designs unique investment structures that allow us to invest risk-adjusted LP equity in projects and funds in a manner that offers sponsors and asset managers unique efficiency in securing full or partial LP capital allocations at-scale, from a single investment partner.

CASE STUDY

Challenge

A Pan-European debt fund had launched and established early success over a 3 year period. Due to the sophisticated nature of the funds strategy and limited track record the fund managers were struggling to secure fresh LP capital commitments at the scale and pace desired.

Solution

Kismet Kapital utilized the funds existing balance sheet to originate an innovative convertible line of credit facility that converted from debt to LP equity at defined milestones.

Result

Within a 12 month period, Kismet single handedly quadrupled the funds AUM, which in-turn spurred additional LP investment from external family office investors.

Co-GP & JV Equity Investment Range

- 25 million to 500 million (\$/£/€)

Markets

- Global mature and emerging markets

Key Benefits

- Secure full or anchor LP capital allocations
- Enhance GP IRR & MOIC returns
- Increase LP investor confidence
- Raise LP capital faster at increased volumes
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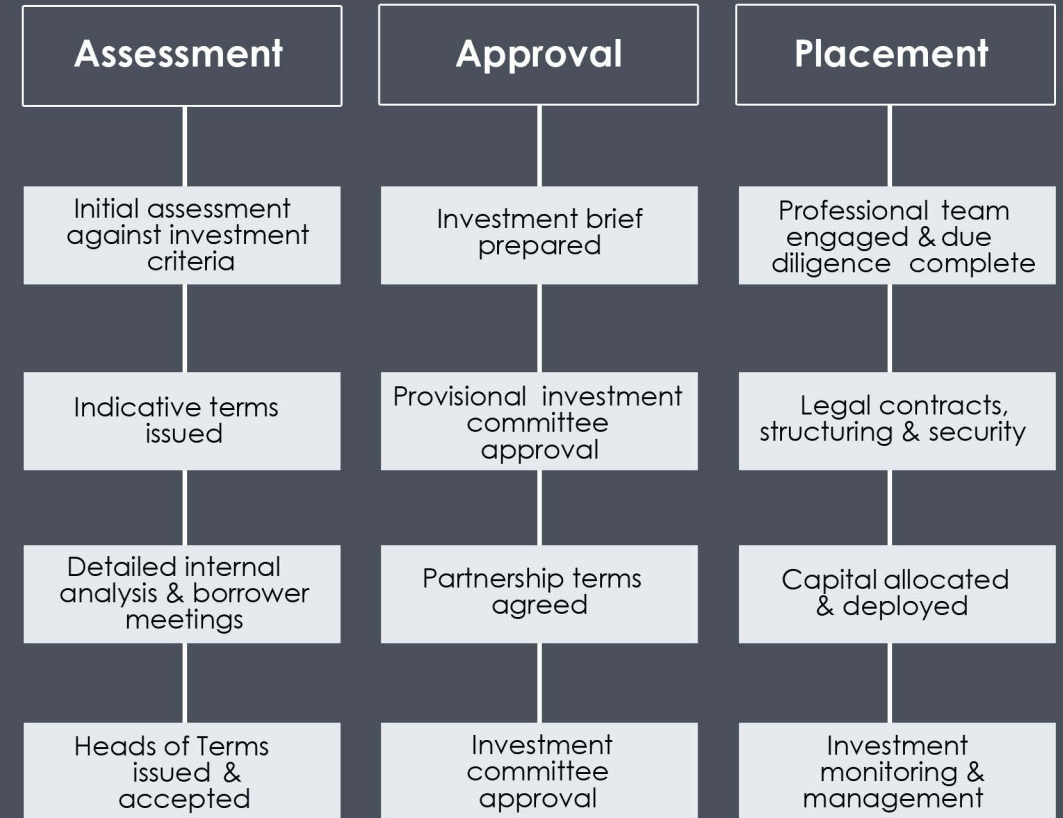
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- **Project investments:**
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 - Natural resources
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INVESTMENT PROCESS



INDICATIVE PLACEMENT TIMELINE



PREFERRED EQUITY INVESTMENT

As 'whole-capital-stack' investors, we understand the importance of capitalizing projects in a manner that offers an efficient cost of capital and compelling investment proposition to GP & LP equity investors. Through preferred equity investment we optimize debt and equity ratios to enable project sponsors to moderate leverage-risk exposure, whilst delivering attractive returns to equity investors.

CASE STUDY

Challenge

A large-scale real estate developer in North America was unable to secure senior debt beyond a 50% LTC ratio for an ambitious residential tower scheme. Consequently, the LP equity portion of the capital stack was too high, limiting the ability to offer a compelling ROI to investors. Thus, the sponsor was unable to raise sufficient LP equity capital to undertake the project.

Solution

kismet kapital designed a bespoke investment structure that enabled us to provide cost effective preferred equity investment that reduced LP equity from 50% to 20% of the capital stack.

Result

The revised ROI to LP equity forecast a 20%+ IRR and a 2.1x MOIC, which was well received in the capital markets and resulted in LP equity being secured.

Co-GP & JV Equity Investment Range

- 50 million to 500 million (\$/£/€)

Markets

- Global mature and emerging markets

Key Benefits

- Optimise capital stack
- Enhance GP IRR & MOIC returns
- Decrease LP equity requirements
- Reduce blended cost of capital
- Increase scale and/or volume of projects

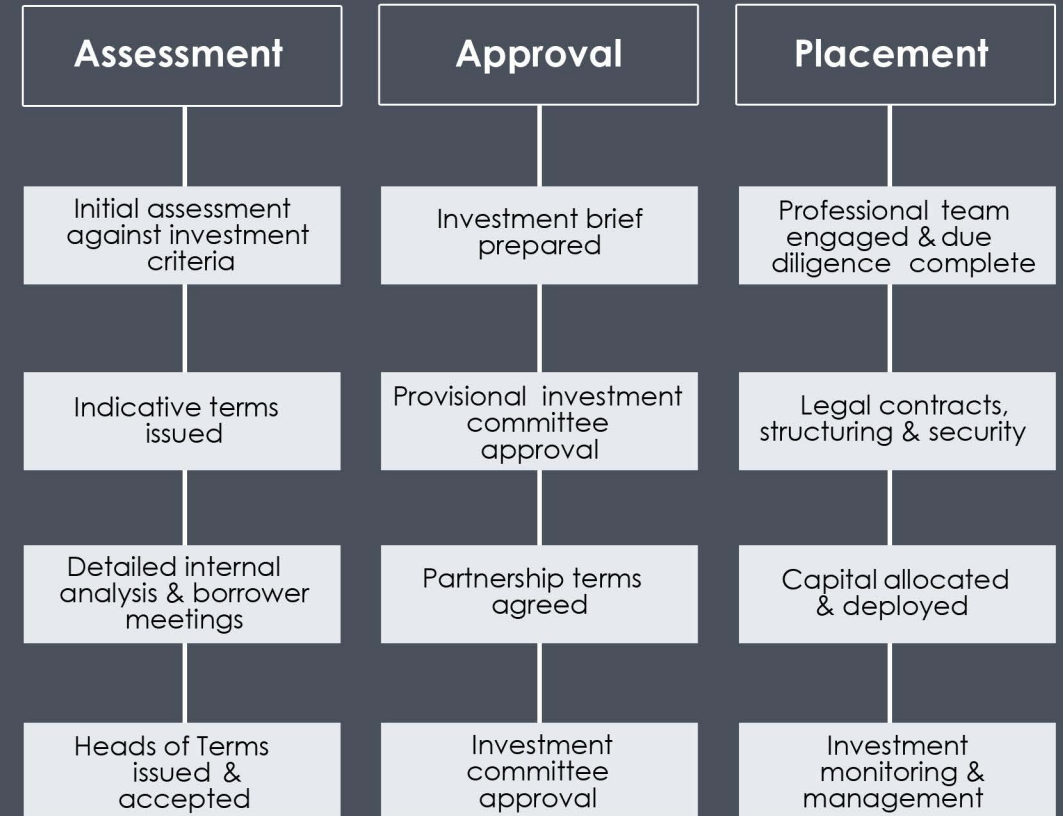
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- Equity & debt funds (sector agnostic)
- **Project investments:**
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General Criteria & Terms

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INVESTMENT PROCESS



INDICATIVE PLACEMENT TIMELINE



Kismet

Kismet Kapital

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