

Sparta Capital Holdings





Opportunities

Rental and Capital Value - Growth Locations

London is one of the world's most vibrant and dynamic cities and the powerhouse of the UK economy. Large transport and infrastructure projects that are currently underway like Crossrail, the expanding London population, the gentrification and rejuvenation of selected Central London areas create significant opportunities for growth. The Fund invests in locations that benefit from these trends and are expected to deliver strong rental and capital value growth.

Attractive Entry Point

Brexit

The current market uncertainty due to Brexit provides a good opportunity to enter a prime property market like London at competitive prices allowing for capital value growth over the medium-term.

Weak Sterling

Sterling is at historically low levels, providing the opportunity for US dollar denominated investors to acquire around 15% more British currency and the Euro investor to acquire 13% more British currency than three years ago.

Adding Value Through Active Asset Management

Our local presence and the experience of our specialists provide us with the capability to acquire properties with development potential, tenancy covenant and rental income improvement and implement hands on active property management initiatives to create capital value gains for investors.

Access to Off Market Opportunities

Our strong market network and successful transactions track record allows us access to off market opportunities that would not otherwise be available to individual investors. Historically, 60% of the acquisitions completed for our clients were off market.

Secured Funding Line at Low Interest

We have obtained a secured funding facility for £10m for seven years, for 50% LTV acquisitions, at 3,45% over 3 month LIBOR. The relative low cost of hedging enable us to fix the interest rate for the whole loan period at an attractive rate. The funding provides the opportunity for investors to enhance their returns on equity investments.

Investment Strategy

Sparta Capital Holdings Ltd will invest primarily in London high street retail property assets and their ancillary residential and office upper parts **targeting 10+% p.a. net return on investment.**

The revenue streams for the investors will consist of rental income and capital value growth of the investments.

The key to the investment strategy is sourcing properties in locations where one or more themes are present:



Governmental infrastructure investment such as transport hubs, resulting in public realm improvements, and uplift in the commercial stature and profile of the location.



Large scale residential development to accommodate demand due to population growth.



Gentrification, due to changing demographics and popularity of specific areas.

In such locations we will focus on properties meeting the following guidelines:



Liquid assets to ensure ease of exit.



Attractive location in terms of commercial activity, high footfall, and transport infrastructure.



Tenants with acceptable covenant quality.



Development potential i.e. conversion of ancillary upper parts into offices or residential.

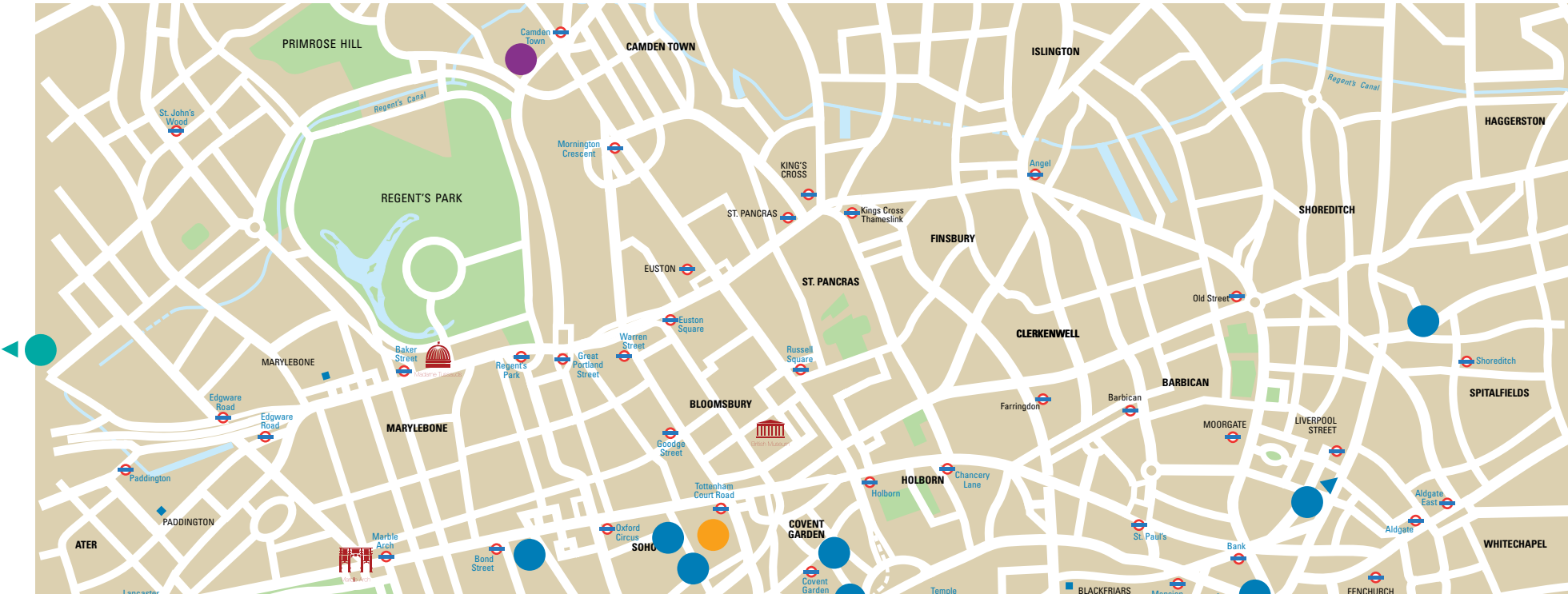


Opportunities to maximise rental growth through rent reviews or lease renewals.

Fund Parameters

Type of Syndicate	Closed-ended fund primarily investing in London commercial retail real estate, with its ancillary residential and office upper parts	Syndicate Life	5 years from end of subscription period, which may be extended by two years at the discretion of the managing shareholder and extended by a further year subject to the approval of 75% of the investors
Structure	The syndicate is structured as a British Virgin Islands limited company	Entry Fee	1% on the total amount of the initial investment at the beginning of the investment period
Target Return	10+% per annum (net, after expenses, management fees and taxes)	Management Fee	1.5% per annum charged on the total gross asset value of the syndicate according to the most recent year end valuation report
Equity Target	£10m	Performance Fee	10% of the total net profit (after management fees and before tax). This is paid upon disinvestment at the end of the syndicate's life
Investment Amount	Minimum £250,000	Disinvestment and liquidation	At the end of the syndicate's life the managing shareholder instructs CRE (Consulco Real Estate) to disinvest the syndicate and to distribute all the proceeds to the investors after payment of all the related expenses
Subscription Period	Expires 30/06/2018		
Commitment Period	Until 08/09/2018. This is the time frame within which all raised funds will be used to purchase the selected properties		

Portfolio Properties



- **CONSULCO PROPERTIES**
- **EALING** 50 The Broadway, Ealing, London W5 5JN
- **CAMDEN** 29 Parkway, Camden, London NW1 7PN
- **SOHO** 4 D'Arblay St Soho, London, W1F 8DJ



		KEY CHARACTERISTICS	PURCHASE PRICE (£)	ANNUAL RENT (£)	LEASE EXPIRY
EALING	Busy, affluent west London suburb	<ul style="list-style-type: none"> ➤ Close to a Crossrail station ➤ Retail use ➤ Residential development potential 	1,100,000	50,300	January 2024
CAMDEN	Close to Regents Park, enjoying rapid gentrification	<ul style="list-style-type: none"> ➤ Restaurant use ➤ Significant medium term potential ➤ Improving location 	2,300,000	90,000	March 2023
SOHO	Exciting, central London village	<ul style="list-style-type: none"> ➤ Retail with offices above ➤ Core location in central London ➤ Close to Crossrail station 	2,525,000	70,000	February 2018

Our Firm

Consulco is an independent trust services and investment management group headquartered in Cyprus with a prominent presence in the European and CIS markets.

Founded in 1993 as trust services firm, the company became a multi-family office structuring and managing global wealth with effect from 2010.

More than 200 personnel consisting of investment managers, lawyers, accountants and other qualified professionals service our worldwide client base.

We help British, European and international professional investors, institutional clients and high net worth families to structure their wealth and manage syndicated and bespoke real estate, credit and private equity investments.



DAVID KING
DIRECTOR

Investment & Portfolio
Management



David leads the investment and asset management team.

He is a Chartered Surveyor and has 34 years real estate experience since graduating from the University of Reading with a degree in Land Management in 1983.

David created and managed property funds in the UK and across Europe for Credit Suisse, AXA and Henderson Global Investors and has transacted over £1.5 billion across Europe over the past 15 years.

ANDRIA C. KOUKOUNIS
LEGAL COUNSEL

Legal and
Compliance



Andria obtained an LLB (Hons) degree from the University of Warwick, UK, an LLM in International Commercial Law from the University College London and was called to the Bar of England and Wales in 2007.

She was admitted to the Cyprus Bar in 2009 and has practiced in both the litigation and corporate advisory fields.

Her current focus includes advising on real estate acquisitions, commercial and residential property development and investment fund portfolios.

MARIOS HAJIROUSSOS
MANAGING DIRECTOR

Business Development
of the Group



Marios graduated from the London School of Economics in 1987 with a degree in Accounting and Finance.

Marios is a co-founder Consulco and has been in charge of managing the Group and its business development since 1993.

Marios' exemplary work ethic, visionary drive and unparalleled integrity have contributed to a deserved and well-established reputation in serious financial circles in the UK and Cyprus.

TONIA IOANNOU
CHIEF FINANCIAL
OFFICER

Finance



Tonia is a Fellow Chartered Accountant and a member of the Institute of Chartered Accountants in England and Wales.

Tonia has specialization within the financial sector and has worked for clients including the Bank of America, American Express, UBS and Morgan Stanley.

She has experience working with UK multi-family offices handling client investment portfolios.

In 2009 Tonia was heading the Accounting and VAT teams of Consulco. She is now the CFO of the Group.

DMITRY KHENKIN
DIRECTOR

Business Development
of the Russian and CIS
Markets



Dmitry graduated from Adelphi University, New York with a BBA, Major in Accounting in 1998, ACCA.

He has been at the forefront of the Russian and CIS wealth structuring and management business since its inception in 1990.

Co-founded Consulco in 1993.

Today Dmitry continues to personally manage HNWI client portfolios, offering a combination of experience gained in a successful quarter century in the business, and the comfort of a consistent and dependable service.

Credit Facility

Credit Facility

7 years
£10m

A 7 year credit facility of up to £10m has been arranged for Sparta by a Cyprus bank.

The available leverage provides additional funds for increased diversification opportunities, by increasing the assets of Sparta and a boost to capital growth.

Sparta has already utilised a portion of the facility to finance the purchase of the third property in Soho.

Track Record

ROI
14%
p.a.

Consulco Portfolio

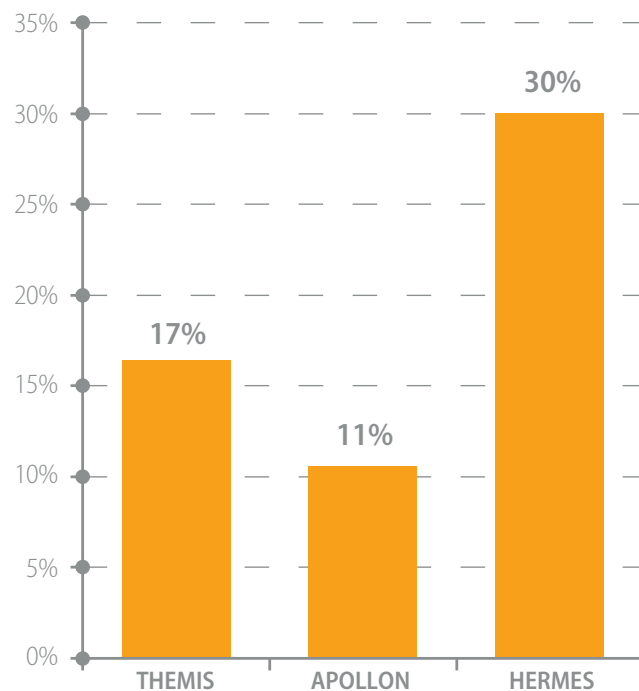
Consulco manages approximately £90m of commercial and residential London real estate.

The portfolio, as a whole, has achieved an annual ROI of 14%.

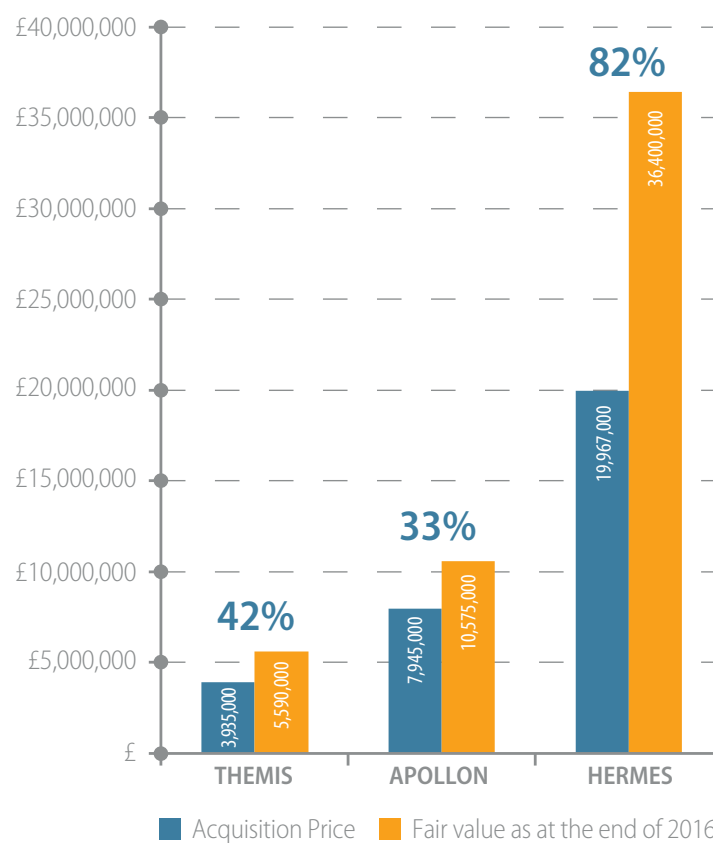
Shrewd commercial thinking and significant experience with central London retail properties has produced impressive results.

Track Record

Annualised ROI



Fair Value uplift, per Fund, (£)



Commercial Portfolio

managed by Consulco Real Estate

Total Fair Value **£83,010,500**

Total Rent P.A **£3,286,738**

Total Area, sq.m **7,588**

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