

Thursday, April 10, 2014

KCP Weekly Business Review

Revenue-Pipeline deals-Transactions closed-Client updates-Trade ideas



Product:	Live or Pipeline:	Description	Sponsor: Contacts:	Dates:	Materials:	Process & Steps:	Management Meetings:	Target Raise: Fees/Revs:	NPA & DD:
ReGal									
Citroen - Lyon, France	Pipeline	Acquisition of an iconic building in the heart of Lyon which is undergoing a redevelopment into a unique, high spec office building by a reputable developer	AFS/ARA Ronen Ribek	TBD	Teaser	TBD	TBD	TBD	ARA/AFS JV
Aman	Pipeline	Project Peace is the acquisition of Aman Resorts, led by SURF Hotels Pte Ltd (SURF). Aman Resorts, comprises the 100% equity ownership in Silverlink Resorts Ltd, a BVI holding company that owns the Aman Resorts group of companies, including the management rights to 100% of the Aman branded hotels, all associated intellectual property rights and systems, and the ownership interests in sixteen properties (together, Aman.)	AFS Bernard Abdo	30-Apr	Deck Data Room	1. Evaluate capital structure or possible refinance or equity raise 2. Equity intros only	Upon introduction and signed cert doc	\$50mm 3%	n/a intro
RetroFit	Pipeline	RREEF fund to acquire and manage a diverse portfolio of energy efficiency retrofits on real estate buildings in North America	ARA Jeff Baer	TBD	Teaser	TBD		\$25mm by 4/30	ARA + KCP
Bacalr Beach, Ambergris Caye Belize	Pipeline	To be located on the northeastern section of Ambergris Caye, approximately 18 miles north of the town of San Pedro in Belize, Central America. The project presents a 76-room hotel with 70 residential units proposed for a portion of a 185-acre site on the Caribbean Sea to be operated as a luxury resort. The primary means of access to the proposed Ambergris Caye Resort will be by air via an 8,000 foot airstrip located proximate to the site. In addition, the site will also be accessible by sea.	KCP David Mann Pierre Economacos	TBD	DD Hems	TBD	TBD	TBD	TBD
Las Olas Tower	Pipeline	Development of a multifamily residential building in Ft. Lauderdale, FL. The land is under contract with the opportunity to partner (75%) with a reputable developer (25%), who controls the site. 60% LTV.	AFS Paul A. Milotis Ronen Ribak	TBD	Teaser	Internal teaser for puposes of demand assesment	TBD	\$25-30mm	
Parker Place	Pipeline	Development of a mixed-use (residential + retail) building in Berkeley, California. The land is currently under contract with the opportunity to partner (75%) with a reputable developer (25%), who controls the site. 60% LTV.	AFS Paul A. Milotis Ronen Ribak	TBD	Teaser	Internal teaser for puposes of demand assesment	TBD	\$20-25mm	
Les Bourdes	Pipeline	Golf course and lodging development in the heart of France. Current owner is willing to sell anywhere from controlling stake through full ownership.	CFP Usual suspects	TBD	Presentation	Bruce to supply intitial short list	Kevin Cash but, m in sale is control pos.	\$663mm	CIB
Closed Deals:									
Fotress WWT&I Top Up	Closed	Additional private capital raise for the Fortress Worldwide Transportation & Infrastructure fund. The goal is to soon become a publicly traded company.	KCP Bruce McDermott	3/31 close	PPM Consent Letter		Call with management previously held	\$20-50mm target raise \$43mm Actual raise 125bps net = 300-600mm AWM PnL ~\$500k	ECC

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