

Subject: Re: Marina REIT [C]
From: Paul Morris <[REDACTED]>
Date: Mon, 27 Oct 2014 16:31:56 -0400
To: jeevacation@gmail.com
Cc: [REDACTED]

Classification: Confidential

will come back to you but as TS mentioned low, would it be for you?

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From: "jeffrey E." <jeevacation@gmail.com> To: Matt Glassman/db/-
[REDACTED], Cc: Paul Morris/db/[REDACTED], Daniel Sabba/db/-
[REDACTED], Tazia Smith/db/[REDACTED], Vahe Stepanian/db/-
[REDACTED], Richard Kahn <[REDACTED]> Date: 10/27/2014
12:07 PM Subject: Re: Marina REIT [C]

how much would the bank lend using the postion as collateral. ? but
personally guarteed?

On Mon, Oct 27, 2014 at 11:34 AM, Matt Glassman <[REDACTED]> wrote:
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Hi Jeffrey,

Attached, you will find an overview of an investment opportunity for our
qualified clients - it is a private marina REIT. To be clear, this a
private company not a fund. This investment opportunity targets an 8%+

current yield from the net profits of the underlying Marina holdings. The J-curve up to that yield is anticipated to be just 6mos as properties will be contributed for equity immediately. The current fragmented nature of the marina industry, their valuations, and the barriers to entry present an interesting fundamental opportunity. Liquidity/cap rate compression (in both our base and bull cases) is an IPO in 3-4yrs.

Regards,

Matt

Matt Glassman
Vice President | Key Client Partners - US

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