

Subject: Re: Marina REIT [I]
From: Tazia Smith <[REDACTED]>
Date: Tue, 28 Oct 2014 12:26:51 -0400
To: Paul Morris <[REDACTED]>

Classification: For internal use only

Not yet. Sent to Anup Fri. Will send to Noam today and cc you (couldn't do yday from TX).

--

Tazia Smith
Director
Key Client Partners - US

Deutsche Bank Securities, Inc.
Deutsche Asset & Wealth Management
345 Park Avenue - 26th Floor
New York, NY 10154
Tel: [REDACTED]
Mobile: [REDACTED]
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E-mail: [REDACTED]

----- Original Message -----

From: Paul Morris
Sent: 10/28/2014 12:24 PM EDT
To: Tazia Smith
Subject: Re: Marina REIT [I]
Classification: For internal use only

did you send to noam? i didn't see it?

Paul Morris
Managing Director
Deutsche Bank Private Bank
345 Park Avenue, 27th Floor
New York, NY 10154
Office: [REDACTED]
Cell: [REDACTED]

From: Tazia Smith/db/-

EFTA01471469

dbcom

To: "jeffrey epstein" <jeevacation@gmail.com>, Matt Glassman [REDACTED]-
[REDACTED],

Cc: Paul Morris [REDACTED], Daniel Sabba [REDACTED]-
[REDACTED], Vahe Stepanian [REDACTED], "Richard
Kahn"

<[REDACTED]>

Date: 10/27/2014 12:56
PM

Subject: Re: Marina REIT
[C]

Classification: Confidential

Hi Jeffrey - we've been guiding clients to 20pct indicative LTV vs the private equity, but out of the investment bank. With recourse we can lend through the private bank -- even more compelling. Paul and I will be back to you.

--

Tazia Smith
Director
Key Client Partners - US

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EFTA01471470

E-mail: [REDACTED]

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

how much would the bank lend using the position as collateral. ? but personally guaranteed?

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

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 is 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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