

From: Paul Morris <[REDACTED]>

To: jeevacation@gmail.com

Cc: [REDACTED]

Subject: Re: Marina REIT [C]

Date: Mon, 27 Oct 2014 20:31:56 +0000

Inline-Images: unnamed; unnamed(1)

Classification: Confidential

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

Paul Morris
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From: "jeffrey E." <jeevacation@gmail.com>

To: Matt Glassman <[REDACTED]>

Cc: Paul Morris <[REDACTED]>, Daniel Sabbatini <[REDACTED]>, Tazia Smith <[REDACTED]>, Vahe Stepanian <[REDACTED]>, Richard Kahn <[REDACTED]>

Date: 10/27/2014 12:07 PM

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:

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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 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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