



Financing Solutions. **Blackfort.**



Our Company.



Our Company. **Summary.**

ABOUT BLACKFORT

Blackfort emerged as a spin-off of a well known financial industry leader in Switzerland.

The Company has its main operation bases set in **Hong Kong and Zurich.**

Blackfort Advisory, a part of Blackfort Holding, provides **Financing Planning Solutions** for international clientele focusing on Yacht, Aircraft, Real Estate and Commercial Vessel Financing.

OUR VALUES

Knowledge. Only a team which constantly evolves professionally and socially can fully satisfy a sophisticated customers in the today's fast changing business environment.

Dynamics. Our dynamics and flexibility, which go along with divergent thinking and effective solution implementation, allow our clients to profit from a result oriented team approach.

Fidelity. Building on trust, we aim to provide only transparent solutions, outlying all possible long term implications financing decisions may have, despite their short term profit projections.

OUR TEAM & PARTNERS

Blackfort team consists of recognized **industry specialists**, with **extensive experience** gained in leading Swiss banks.

Our team's **knowledge** allows to anticipate and react to the economic changes and to meet requirements of all parties participating in a transaction.

Our **broad professional network** includes prime financing institutions in Europe and Asia, agencies specialized in high-end assets and international law firms and insurance companies.

Financing Solutions.



Financing Solutions. **Our Service Portfolio.**

- ❖ The main goal of Blackfort is to **meet the financial planning needs** of its clients involved in high-end asset projects.
- ❖ Blackfort team uses its skills and its professional network in order to **source initial financing, or to refinance** existing credit facilities for Yachts, Private Jets, Real Estate and Commercial Vessels.

- ❖ Our company **operates globally**, initiating and handling cross-border deals, coordinating numerous international entities, in order to facilitate and close the deal in the timely and accurate manner.
- ❖ Blackfort **offers tailor made financing solutions** and is proud of its professional track record of successful deals and its broad base of convinced clients.

CLIENTS

High Net Worth
Individuals having a new
asset acquisition project

High Net Worth
Individuals willing to
optimize an existing
credit portfolio

ASSETS

Yachts

Private Jets

Real Estate

Commercial Vessels

PARTNERS

Prime Financing
Institutions in Europe
and Asia

Agencies Specialized in
High-End Assets

International Law Firms
& Insurance Companies

SOLUTIONS

Senior Secured Loans

Mezzanine

Financial / Operating
Lease

Loan Refinancing

Financing Solutions. Our Value Proposition.

ARGUMENTS IN FAVOUR OF BLACKFORT'S FINANCING MANDATES

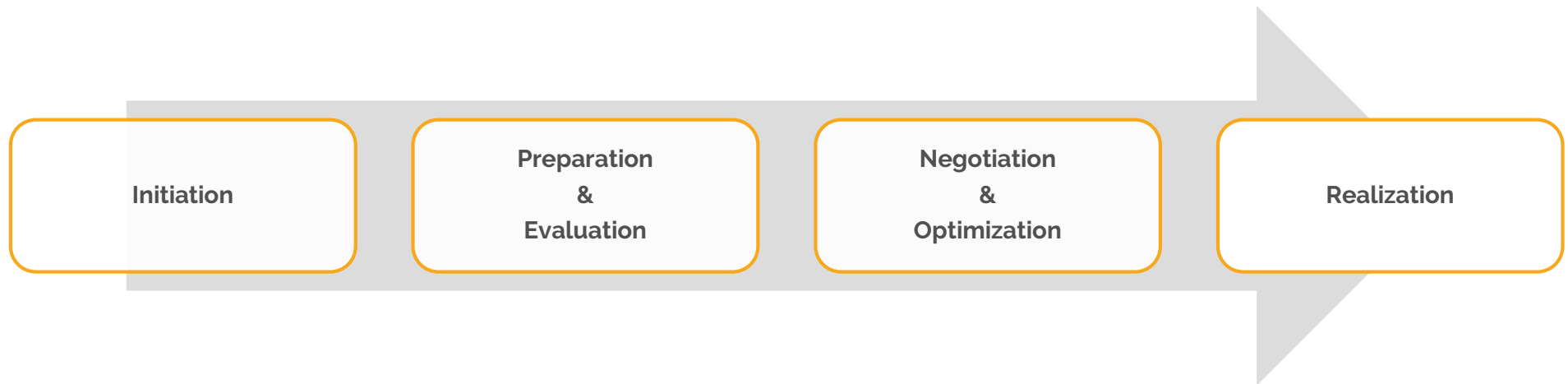
Know-how of Qualified
Specialists

Full Transparency

Time & Investment Efficiency

- ❖ **We provide** the client an access to a strong and experienced team which will walk him through the transaction
- ❖ **We optimize** speed, cost and volume of the financing transaction.
- ❖ **Our good understanding** of capabilities of major potential Financing Institutions and a transparent comparison of their fee structure ensures an effective and cost efficient solution.
- ❖ **We advise** our client on potential financing counterparties and ensure all needs and specific requests set by the client are consequently met.
- ❖ **We inform** the client about any major decisions and provide information required to enable him to take position
- ❖ **We reduce** interrogation between the client and Financing Institution to a minimum still ensuring the process is supervised and managed in the most efficient way
- ❖ **Good track record** gives a higher probability of a quick deal settlement and a better offering

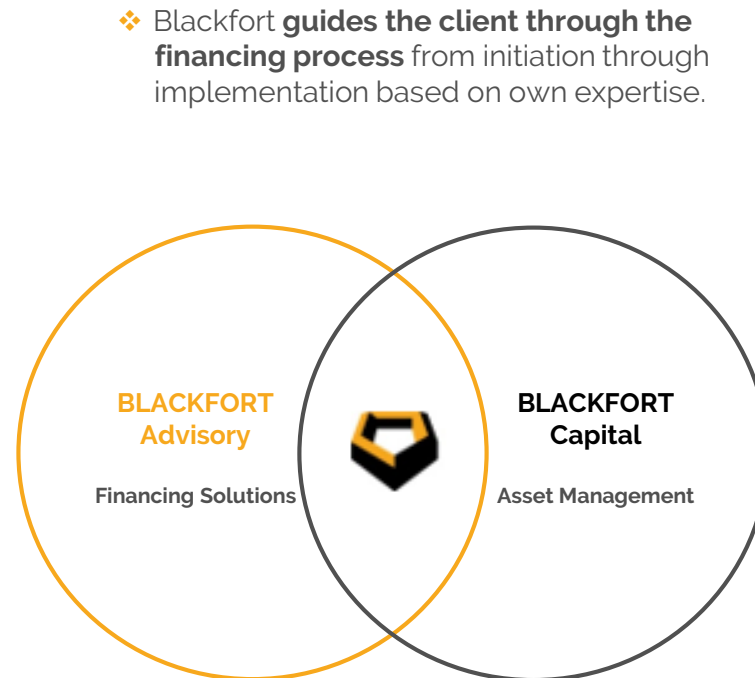
Financing Solutions. Our Approach.



- ❖ **Initiation:** In the first step we define the financing objective. In a holistic approach we analyze the initial set up of our client (i.a. banking relations, wealth structure, legal obligations and asset conditions) and bring it in relation to clients goals,
- ❖ **Preparation & Evaluation:** We visualize the project (prepare the appraisal documents and financial modeling) and propose an optimization where necessary to our client (wealth restructuring or asset reallocation for LTV enhancement) before entering any interaction with third parties on behalf of our client. We thereby optimize all potential pitfalls in order to achieve favorable (re)financing terms for the client.
- ❖ **Negotiation & Optimization:** Based on set goals, we source for (re)financing, conducting a beauty contest among financial institutions, negotiating beneficial financing terms, targeting the receipt of term sheets in line with our clients expectations. We lead and coordinate negotiations with involved parties (banks, lawyers, insurers etc.) in order to secure the credit approval.
- ❖ **Realization:** We structure and close the deal in a timely manner leading to full satisfaction of our client. After all counterparties involved in the transaction been identified, terms negotiated and conditions set, we take care of the deal execution, including the onboarding of the client at the selected custodian bank. Blackfort ensures proper control of the project realization, and protects clients interests throughout the term of the loan.

Financing Solutions. **Our Competitive Advantage.**

- ❖ **Compliance requirements and reporting regulations**, such as FATCA and CRS, are becoming stricter and new regulations are introduced constantly. Monitoring and managing these changes is becoming vital for asset management companies and the ability to do so a competitive advantage.
- ❖ Blackfort is a vertically integrated Holding, which **combines expertise in high-end asset financing** (Blackfort Advisory) **with classical asset management** (Blackfort Capital).



- ❖ Blackfort **bridges the legal and cultural gap** between the residences of our clients and the countries in which they will invest, structure or finance.

- ❖ Blackfort Capital, a part of Blackfort Holding, provides independent asset management services for international clientele **focusing on global market access and service quality**.
- ❖ Its main business activities include the advisory on financial institution, their selection and consequent onboarding.
- ❖ Once the financing deal is prepared, negotiations are finalized, Blackfort ensures **smooth deal flow** including administrative support, transaction execution and cash flow management.



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