

ALANTRA

Alantra Real Estate Debt Fund

Energate

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Private & Confidential



Alantra at a glance

Alantra is a global investment banking and asset management firm operating in the mid-market



550+
Professionals^{1,2}



22
Countries



25
Offices



35+
Nationalities

With more than 20 years in the market, Alantra became a quoted partnership in July 2015



€422 Mn
Avg. 2023
market cap²



100+
Partners^{1,3}



20+ years
Avg. partners experience

Sound financial performance and very solid balance sheet

€200.6 Mn

H1 2023 LTM Revenues¹

€22.2 Mn

H1 2023 LTM Net Profit¹

€125.3 Mn

Cash and cash equivalents⁴

No

Financial leverage⁴

Alantra Group

Alantra is divided across three main divisions with a solid international presence



550+ Professionals^(1,2)



21 Countries



25 Offices



35 Nationalities

Asset Management

- Investment strategies:
 - Direct investments
 - Fund of funds, co-investments and secondaries
- Highly specialized asset classes:
 - Private equity
 - Active funds
 - Private debt
 - Energy (Energy transition VC and Solar)
 - Venture capital (Cybersecurity and life science)

350+

Institutional investors

~75

Direct inv. professionals²

€2.7bn

Direct Inv. AUM³

€13.5bn

Fund of funds capital raised⁵

Investment Banking

- Corporate Finance:
 - M&A
 - Debt advisory
 - Restructuring
 - Capital markets
 - Strategic advisory
- Equities:
 - Corporate broking
 - Research
 - Sales & trading
 - ECM (IPOs, priv. placements, etc.)

~430

Professionals¹

22

Countries

1,800+

Transactions advised since 2013

Credit Portfolio Advisory

- Credit transactions
- Real Estate transactions
- Banking platform transactions
- Securitizations & structured finance
- Proptech
- Pricing & analytics
- Investor services

~160

Professionals

8

Countries

280+

Transactions advised since 2013

Alantra Private Debt

Since its inception in 2015, Alantra has fundraised new funds (corporate and real estate) given its excellent track record

Alantra Private Debt Launched in 2015

Corporate Direct Lending Alteralia I, II & III

- ✓ Mainly senior secured debt
- ✓ Corporate lending to performing and competitive businesses
- ✓ Investment ticket between €10m and €35m
- ✓ Investment horizon up to 7 years
- ✓ Amortizing or bullet loans
- ✓ Acquisition financing, working capital, capex, refinancing, LBOs, both with corporates and financial sponsors
- ✓ Geographies: European Union (EU)

31
investments

€450m
AuM

Real Estate Debt Alteralia RED

- ✓ Focus on commercial real estate (excluding residential development) with LTV < 80%
- ✓ Financing of acquisitions, capex, recaps, refinancings and development
- ✓ Investment ticket between €10m and €25m
- ✓ Investment horizon up to 7 years
- ✓ Amortizing or bullet loans
- ✓ Geographies: European Union (EU)

11
investments

€160m
AuM

Special Opportunities

- ✓ Opportunistic approach between traditional credit and equity
- ✓ Financing of mezzanine debt, distressed, bridge-loans asset backed, complex acquisitions and LBOs
- ✓ Investment ticket between €10m and €40m
- ✓ Investment horizon: 6 months to 6 years
- ✓ Flexible structures through bullet debt, PIK interests, and equity kickers
- ✓ Geographies: Spain and Portugal

2
investments

c.€50m
AuM

The RE lending strategy

The investment portfolio will primarily include senior secured loans with floating rates, provided to strong sponsors, with solid property fundamentals in the European Commercial RE universe

Credit analysis

- Comprehensive credit risk analysis of each potential transaction
 - ✓ **Full internal & external due diligence** package and valuation reports by advisors
 - ✓ **Sensitivity analysis of repayment** capacity under different scenarios
 - ✓ **Guarantees** to ensure recovery in case of default
 - ✓ **Financial covenants** to maintain acceptable levels of solvency and liquidity
 - ✓ **ESG criteria incorporated** into transaction analysis

Active portfolio management

- Close monitoring of existing investments:
 - ✓ Financial reporting review on a monthly/quarterly/annual basis
 - ✓ Covenant, financial ratios & compliance certificates
 - ✓ Permanent contact with management team

Diversification

- Target a diversified portfolio in terms of:
 - Asset class
 - Location
 - Jurisdiction
 - Borrower

Alantra Private Debt – Our Value Add

By having access to Alantra's funds, Sponsors benefit from multiple advantages

