

**SAGONNE CAPITAL**

**PARIS-LONDON**

# SAGONNE CAPITAL

## AN INDEPENDENT STRATEGIC ADVISOR FOR REAL ASSET INVESTMENTS

- SAGONNE CAPITAL ACTS AS A STRATEGIC INVESTMENT BANKING PARTNER FOR REAL ASSET INVESTORS AND OPERATORS.
- WE DESIGN BESPOKE CAPITAL, PARTNERSHIP, AND TRANSACTION SOLUTIONS ALIGNED EXCLUSIVELY WITH OUR CLIENTS' LONG-TERM INTERESTS.
- WE ARE INDEPENDENT, CONFLICT-FREE, AND RELATIONSHIP-DRIVEN.

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### 30+ YEARS EXPERIENCE

SENIOR PROFESSIONALS IN DEBT  
CAPITAL MARKETS AND REAL  
ASSET FINANCE

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### WORLD-WIDE PLATFORM

ADVISORY PLATFORM WITH  
GLOBAL CAPITAL ACCESS

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### INSTITUTIONAL STANDARDS

INSTITUTIONAL-GRADE  
GOVERNANCE AND EXECUTION



# STRATEGY LEADING TO TRANSACTIONS

WE DESIGN THE TRANSACTION ARCHITECTURE BEFORE ENGAGING THE MARKET

## BESPOKE SOLUTIONS

✓ CUSTOM SOLUTIONS, NOT STANDARD PRODUCTS

## CAPITAL STRUCTURE FIRST

✓ ARCHITECTURE BEFORE SOURCING

## LONG-TERM VALUE

✓ VALUE CREATION OVER SHORT-TERM EXECUTION

## GOVERNANCE & ALIGNMENT

✓ STRATEGIC FRAMEWORK BEFORE DEAL FLOW



# AN INTEGRATED STRATEGIC ADVISORY PLATFORM

## INVESTMENT STRATEGY & ASSET ORIGINATION

- INVESTMENT THESIS DESIGN
- PROPRIETARY AND OFF-MARKET OPPORTUNITIES SOURCING
- RISK-ADJUSTED RETURN STRUCTURING
- TRANSACTION LEADERSHIP

## EQUITY & STRATEGIC PARTNERSHIPS

- CAPITAL PARTNER SELECTION AND ALIGNMENT
- JOINT VENTURE AND CO-INVESTMENT STRUCTURING
- PLATFORM CAPITALISATION AND PORTFOLIO GROWTH STRATEGIES
- GOVERNANCE AND ALIGNMENT FRAMEWORKS

## CAPITAL MARKETS & PRIVATE FINANCING

- DEBT STRATEGY AND CAPITAL STRUCTURE (SENIOR, MEZZANINE, WHOLE LOAN, PREFERRED EQUITY)
- INSTITUTIONAL AND PRIVATE CREDIT SOURCING
- COMPLEX AND CROSS-BORDER STRUCTURING
- REFINANCING AND RECAPITALISATION



# DIRECT ACCESS TO DECISION-MAKERS

OUR RELATIONSHIPS ARE BUILT AT BOARD AND INVESTMENT COMMITTEE LEVEL, ENABLING PRECISION, DISCRETION, AND SPEED OF EXECUTION



## INSTITUTIONAL INVESTORS

- + DIRECT RELATIONSHIPS WITH PORTFOLIO OWNERS, CAPITAL ALLOCATORS AND INVESTMENT COMMITTEES



## PRIVATE CREDIT & INSURANCE CAPITAL

- + ALTERNATIVE DEBT FUNDS AND STRUCTURED FINANCING SOURCES



## OPERATORS & DEVELOPERS

- + STRATEGIC OPERATING PARTNERS ACROSS SECTORS



## PRIVATE EQUITY & REAL ASSET FUNDS

- + ACCESS TO SPECIALISED REAL ASSET CAPITAL



## FAMILY OFFICES & SOVEREIGN CAPITAL

- + LONG-TERM PARTNERSHIP-ORIENTED CAPITAL



# PROJECT & TRANSACTION HIGHLIGHTS

<p><b>\$400M</b></p> <p>RETAIL BUILDINGS ON WEST COAST SOURCED FOR A CORPORATE</p>	<p>ADVISORY MANDATE FOR A STUDENT HOUSING OPERATOR ON RESTRUCTURING AND DEVELOPMENT STRATEGY</p>	<p><b>€80M *</b></p> <p>MANDATE FOR FINANCING OF AN EDUCATION DEVELOPMENT PROJECT</p>	<p><b>€45M</b></p> <p>HOTEL PARTICULIER IN PARIS CBD SOURCED FOR A PRIVATE INVESTOR</p>
<p>CAPITAL RAISING MANDATE FOR A REAL ESTATE DEVELOPER TO SECURE EQUITY PARTNERSHIP FOR A STUDENT HOUSING PIPELINE</p>	<p><b>€100M</b></p> <p>MANDATE ON THE REFINANCING OF A LOGISTIC DEVELOPMENT PROJECT</p>	<p><b>€90M</b></p> <p>PORTFOLIO OF MEDICAL CENTERS SOURCED FOR A PRIVATE INVESTOR</p>	<p>ADVISORY MANDATE FOR A CORPORATE ON CREATING A HOSPITALITY BUSINESS LINE</p>
<p><b>€100M</b></p> <p>MANDATE FOR THE REFINANCING OF A LUXURY RETAIL PARK IN NICE</p>	<p><b>€50M</b></p> <p>COMMERCIAL BUILDING IN PARIS SOURCED FOR AN INVESTMENT FUND</p>	<p>ADVISORY MANDATE FOR A HOSPITALITY GROUP ON EXPANSION INTO EUROPEAN MARKET, INCLUDING ASSET SOURCING</p>	<p><b>€30M</b></p> <p>2 MIXED-USE BUILDINGS IN PARIS SOURCED FOR AN INVESTMENT FUND</p>
	<p><b>€45M</b></p> <p>MEZZANINE FINANCING OF A 5* HOTEL DEVELOPMENT IN PARIS</p>	<p><b>£450M</b></p> <p>MANDATE FOR THE SALE OF A LONDON DEPARTMENT STORE</p>	<p>* AWARDED « FINANCING DEAL OF THE YEAR - FRANCE » BY RE CREDIT EUROPE 2023</p>



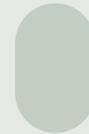
# HOW WE ENGAGE

WE OPERATE UNDER FORMAL ADVISORY MANDATES, ENSURING ALIGNMENT, CONFIDENTIALITY, AND INSTITUTIONAL EXECUTION STANDARDS.



## ADVISORY MANDATES

FORMAL ENGAGEMENT STRUCTURES ENSURING  
ALIGNMENT AND CONFIDENTIALITY



## STRATEGIC CAPITAL RAISING

EQUITY, DEBT, AND HYBRID CAPITAL SOLUTIONS



## INVESTMENT & PARTNERSHIP STRUCTURING

JOINT VENTURES, PLATFORM DEVELOPMENT, AND  
GOVERNANCE FRAMEWORKS



## FINANCING & RECAPITALISATION ADVISORY

CAPITAL STRUCTURE OPTIMISATION AND REFINANCING  
STRATEGIES



## WHO WE ARE



### REZA GHODSI

AFTER AN MBA AT SORBONNE UNIVERSITY, REZA STARTED HIS CAREER AT BNP-PARIBAS IN FIXED INCOME SALES. HE JOINED LEHMAN BROTHERS IN 1993 IN THE FIXED INCOME SOLUTIONS AND DERIVATIVES DEPARTMENT. IN 2004, HE FOUNDED DARIUS CAPITAL, AN ALTERNATIVE INVESTMENT COMPANY ACQUIRED BY NATIXIS INVESTMENT MANAGERS, HE LEFT DARIUS IN 2019. IN 2020, HE FOUNDED SAGONNE CAPITAL.

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### JEANNE BASTIEN

AFTER A MASTER IN FINANCE AT NEOMA BUSINESS SCHOOL, JEANNE STARTED AS AN INTEREST RATE TRADER AT LEHMAN BROTHERS. SHE JOINED CREDIT SUISSE IN PARIS IN 2003 AS HEAD OF INTEREST RATES SALES, COVERING FINANCIAL INSTITUTIONS IN FRANCE AND BENELUX. IN 2016, SHE CO-FOUNDED PASSIONPROTECT AND CREATED AN INNOVATIVE ART SECURED FINANCING SOLUTION BASED ON SECURITIZATION. SHE JOINED SAGONNE CAPITAL IN 2020.

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