



SPECTRUM CAPITAL PARTNERS

London – New York – Vienna

INTELLIGENT INTEGRATED INVESTMENT

THE BOLZANO – BOSTON HOTEL OPPORTUNITY

CONTACT:

+44 208 159 6037

office@spectrum-capital-partners.com

Strictly confidential and for illustrative purposes only.

THE BOLZANO



SPECTRUM
CAPITAL
PARTNERS



SUMMARY

Asset:

The Bolzano is an attractive opportunity to develop a 101 key hotel in one the most thought-after neighbourhoods in Central Boston. The asset is already owned and was acquired through the aggregation of 5 property parcels.

Highlights:

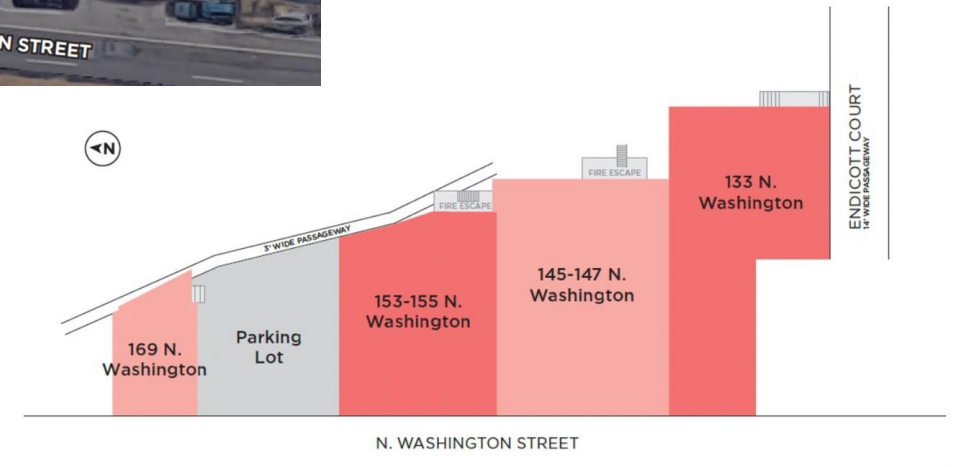
- Strategic location – Prominently located in the North End neighbourhood in Central Boston, adjacent to Downtown, and in proximity to the city's newly renovated North Washington Street Bridge.
- Favourable market situation – The North End provides a low supply of higher quality hotels and is missing restaurants and bars with comparable atmosphere and flair.
- Strong sponsorship from Spectrum Capital Partners and its local co-sponsor – Having extensive experience in developments and the hospitality sector, the sponsors are ideally positioned to execute on this asset.

Opportunity:

Spectrum is seeking debt capital for a period of 24 months to re-capitalize the debt capital stack and allow to achieve entitlement for the development.

CURRENT SITUATION

Address	133-145 North Washington Street, Boston, MA
Current Situation	5 property parcels, some of which host dilapidated office buildings
Ownership	All parcels already owned. These have been aggregated over the past years through investment of significant capital.



Spectrum is seeking debt capital for a period of 24 months to re-capitalize the debt capital stack and allow to achieve entitlement for the development.

Requirement

Capital	Senior secured loan
Security	First rank
Amount	[12.5] m
LTV	[68] %
Amortization	Bullet
Term	24 months
Repayment	Through development capital stack

Uses

- Re-capitalisation of current debt (currently standing at 10.5m – but possible to recap at a discount which results in a smaller debt requirement)
- Entitlement/permits (1.5m)

Valuation

All Parcels Combined	18.5 m
Once Entitled	22.5m

OPPORTUNITY

HOTEL DEVELOPMENT

Hotel Development

Hotel	Mid-to-higher end 4-star boutique hotel, potentially under international flag (existing interest)
Floors	7 + Roof top and basement
Area	~61,500 sqft
Keys	101
Amenities	24hrs reception; meeting/board room; spa area
F&B	Restaurant & Café; Roof Deck; Lounge-Bar; Fitness Center; Spa; Business Center; Board Room
Parking	Valet
Term to Deliver	30 months from entitlement/permits

Value at Delivery

GDV	161.1 m
------------	---------

Return Metrics

Equity Required	45.8 m
------------------------	--------

Investment Period	5.0 years
--------------------------	-----------

IRR	34.2%
------------	-------

Equity Multiple	2.4x
------------------------	------

HOTEL DEVELOPMENT

BUILDING INFORMATION

Floor	Area	Description
Basement	7,470 sq ft	Fitness Center; Storage; Back of House
Ground Floor	7,700 sq ft	(Restaurant & Cafe)
2 nd Floor	7,470 sq ft	16 keys; Business Center; Board Room
3 rd Floor	7,470 sq ft	17 keys
4 th Floor	7,470 sq ft	17 keys
5 th Floor	7,470 sq ft	17 keys
6 th Floor	7,470 sq ft	17 keys
7 th Floor	7,470 sq ft	17 keys
Roof Top	1,500 sq ft	Roof Deck; Lounge-Bar
Total	61,490 sq ft	101 keys; Restaurant & Café; Roof Deck; Lounge-Bar

SOURCES	AMOUNT	LTC	LTV		USES	AMOUNT	LTC	LTV
Debt	48.8m	49.78%	30.27%		Purchase Price	12.5m	12.76%	7.76%
Equity	45.8m	46.75%	28.42%		Construction Costs	62.4m	63.70%	38.73%
Operations	3.4m	3.47%	2.11%		Structuring	0.6m	0.60%	0.37%
					Third Party Fees	1.9m	1.99%	1.21%
					Interest	12.0m	12.21%	7.43%
					Financing Fees	0.5m	0.50%	0.30%
					Overheads	7.6m	7.72%	4.69%
					Cash Pre-Fund	0.5m	0.52%	0.31%
TOTAL SOURCES	98.0m	100%	61%		TOTAL	98.0m	100%	61%

SOURCES AND USES

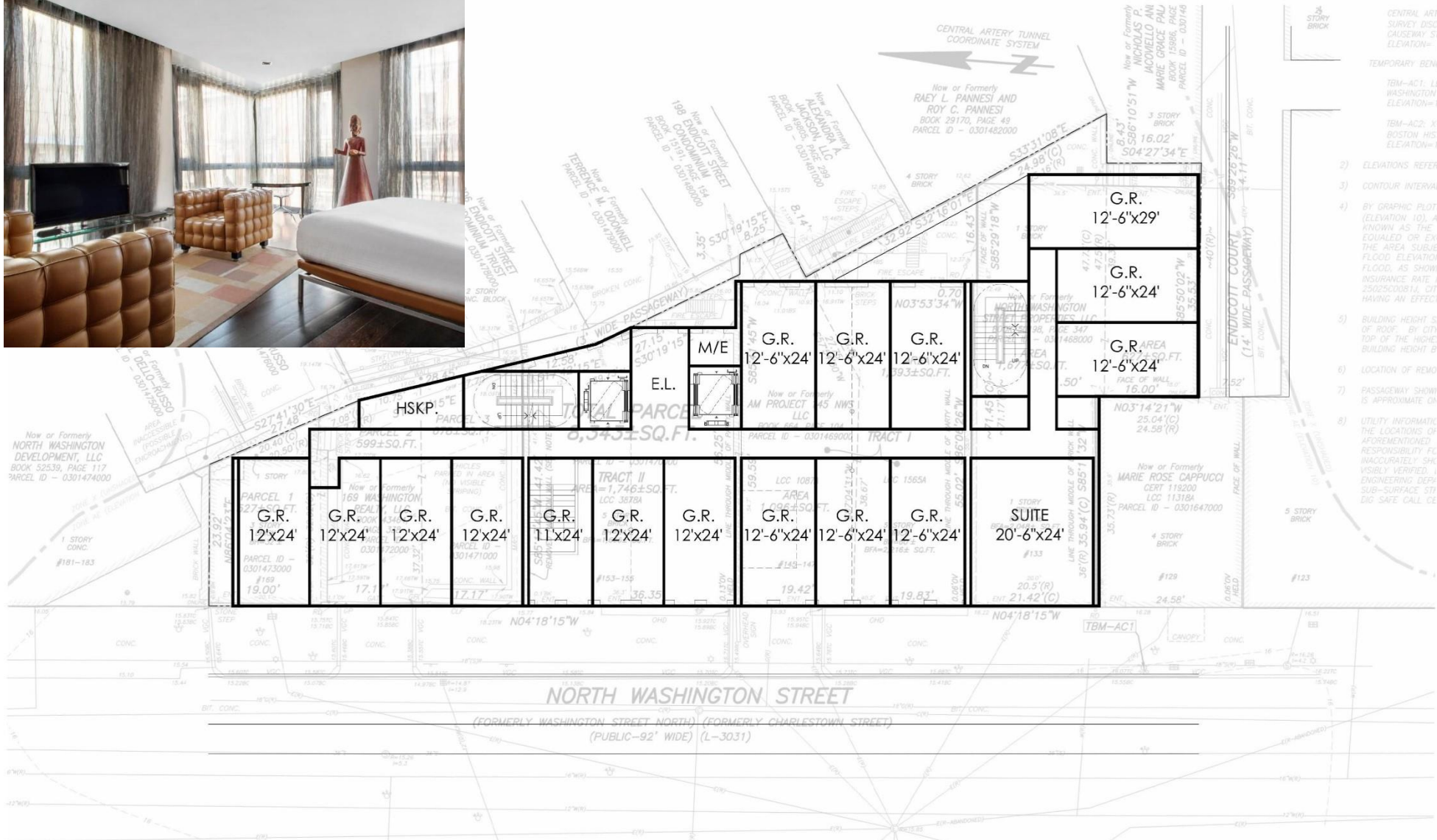
CONCEPTUAL DESIGN – PROPOSED BUILDING MASSING



CONCEPTUAL DESIGN – PROPOSED GROUND FLOOR



CONCEPTUAL DESIGN – PROPOSED TYPICAL FLOORPLAN



SPONSOR

25bn+

MANAGEMENT & ADVISORY

10bn+

DEBT SOURCED

5bn+

DIRECT TRANSACTIONS

2bn+

CAPITAL STRUCTURED

10+

COUNTRIES TRANSACTED

Spectrum Capital Partners is a bespoke, internationally experienced, fully-integrated private equity, investment and development firm focusing on the Real Estate markets of the United Kingdom, the United States and the European Union.

As a Real Estate investment manager it combines strong local relationships, differentiated market intelligence and deep level understanding to drive international General Partner (GP) and Co-General Partner (Co-GP) investments in the living sector as well as other associated asset classes.

With a focus on risk management and downside protection, Spectrum specializes in uncovering value-add opportunities to generate outsized returns, while still maintaining a favorable risk-reward balance.

ABOUT SPECTRUM

SENIOR MANAGEMENT SPECTRUM

LUKAS GAMLICH

Chief Executive Officer

Lukas has 10+ years of experience in Private Equity Real Estate and Investment Banking. He has been involved in real estate investments to an aggregate volume of over 1.5bn EUR across Europe. As Deal Manager at MK Capital, he played a significant role in the expansion of the European Commercial REIT (ECREIT) and deal managed the creation of the European Residential REIT (ERES REIT) with an initial acquisition of ca. 4,000 residential units in the Netherlands for ca. 800m EUR including its listing on the stock exchange. During his last role as Head of Investment Management Europe for LRC Group, he acquired a Paris office asset for ca. 350m EUR (financed by Goldman Sachs) and a 5,000 unit German residential portfolio for ca. 300m EUR (financed by Citigroup). Further roles include working for Societe Generale (Investment Banking Division) and LNR Partners (Starwood Capital Group).

KENNETH A. BARBINA, ESQ.

Chief Strategy Officer

KB has 20+ years of strategic business, legal and real estate experience. Throughout his career, he has played a pivotal role in executing a diverse range of transactions from commercial acquisitions to residential development and complex repositioning. As former General Counsel to prominent New York based real estate company, he deftly managed diverse corporate and real estate initiatives making him adept at navigating complex projects. KB recognized the need for more tailored solutions and founded a bespoke investment advisory agency recognized for its pragmatic insight. He also served as Managing Partner for a select family office, leading strategic project direction. His education includes degrees from The Ohio State University and Suffolk University Law School, complimented by professional certifications from ESSEC, HEC Paris, Ludwig-Maximilians-Universität and the Università Bocconi.

CHRIS HARDING

Head of International Construction & Design

Chris' background is within those of architecture commercial and environmental design. He holds a BA(Hons) from the Middlesex University and has more than 35 years within the broader construction industry including over 20 years as a business founder or owner of a variety of commercially successful companies. His experience is extensive, encompassing small scale residential development, general construction and fit-out and large-scale project management and delivery. He has completed multiple projects in the retail, residential, workplace, public and F&B/ hospitality sectors and operated across the EMEA region for several blue-chip workplace clients undertaking strategic project analysis and a troubleshooting role managing Multi-National corporate property acquisition and fit out.



AD MELIORA

Asset Management

Ad Meliora LLC ('Ad Meliora') is a full-service real estate development firm based in Greater Boston, founded in 2011. Our name is derived from the Latin for "towards better" and defines us well as we pride ourselves in always reaching higher. We pride ourselves in providing our investors higher than industry standards returns, while simultaneously improving neighborhoods. By leveraging the diverse skillsets and almost 100 combined years of real estate experience of its leadership team, Ad Meliora is well positioned to successfully underwrite, transact, and execute on complex real estate projects. Ad Meliora is well-versed in ground-up developments as well as adaptive-reuse projects. Ad Meliora currently manage over \$250 million of US assets.



Rapid Growth Properties (RGP) is a minority owned, collaborative focused commercial real estate investment firm. RGP deploys a unique asset-agnostic approach that focuses on identifying and capitalizing on select opportunities that present distinct risk-return profiles. Rapid Growth Properties analyzes opportunities across various market spectrums, ranging from opportunistic investments to capital preservation initiatives. RGP's deep understanding of market dynamics and asset-specific considerations enables us to create value and mitigate risks effectively, aligning with the long-term goals of our partners and investors.

CO-SPONSORS

SENIOR MANAGEMENT CO-SPONSORS



JAN STEENBRUGGE Chief Executive Officer

Ad Meliora's President & Chief Executive Officer, Jan Steenbrugge, is responsible for overseeing the management of the business. With 17 years of experience in owning and developing real estate, Jan has led complex real estate development projects both here in the US, and in Europe. Today, Ad Meliora's real estate portfolio is valued at over \$150 million, spanning mixed-use, multifamily rental, condominium, land, and townhouse products. Jan holds a Law Degree from the University of Ghent.

STEVEN PHU Chief Financial Officer

Steven joined Ad Meliora in 2012 and currently is the head of company's finance arm. Steven directs all aspects of accounting operations, oversees all financial activities related to general ledger, AR, AP, bank financing, and provides strategic guidance around capital financing options to support company growth needs. Steven also assists company CEO in financial planning and results management and manages all tax planning and compliance with all required federal, state, local, payroll, property and other applicable taxes. Steven graduated from the University of Bremen in Germany with a masters and Ph.D. in Geophysics. He speaks Mandarin, English and basic German and is a licensed Broker for both residential and commercial real estate transactions in Massachusetts.

PAUL SOUGHLEY President, Construction & Development

Paul is a seasoned construction professional with over 35 years' experience in real estate development and construction. His experience includes site acquisition, permitting, and construction. Paul has worked for major residential developers in the Northeast such as The Green Company, AvalonBay, Roseland Property Company, The Stabile Companies, and Abbott Development. Paul is a graduate of the Dublin Institute of Technology, Dublin Ireland.



DEREK BEDIAKOH President, Construction & Development

Derek is a highly accomplished commercial real estate private equity professional with over 15 years of extensive experience across a wide array of asset classes. His professional experience spans both domestic and international markets, where he has provided advisory and strategic direction on a diverse array of real estate assets, including multifamily, mixed-use, industrial, and luxury hospitality properties. Derek's work has involved guiding complex transactions and projects of significant scale and complexity. His role often includes orchestrating multifaceted negotiations and ensuring strategically managing stakeholder interests to align with overarching project objectives. Derek's strategic insight and comprehensive approach have consistently delivered successful outcomes and enhanced asset value. He holds a Bachelor of Arts in Communication Studies from the University of Rhode Island and has further honed his expertise through advanced coursework at Harvard and Columbia University.

PARTNERS



SELECTED TRACK RECORD



**RESIDENTIAL
DEVELOPMENT
NEW YORK**
\$25m GDV



**RESIDENTIAL
DEVELOPMENT
LONDON**
200 units



**HOTEL
DEVELOPMENT
BOSTON**
\$220m GDV



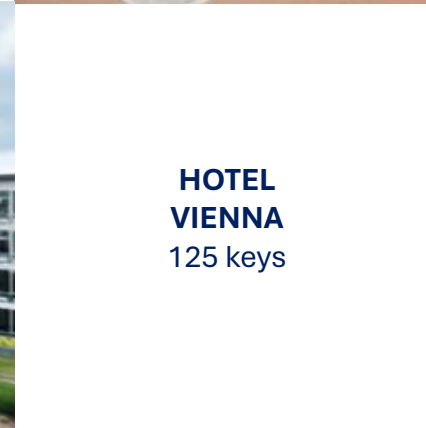
**LISTED RESIDENTIAL REIT
NETHERLANDS**
3,900 Units



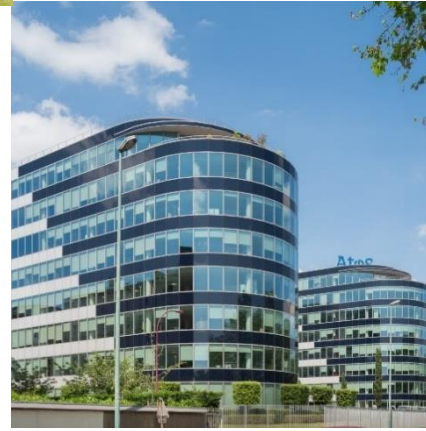
**HISTORICAL
RESIDENTIAL ESTATE UK**
£85m GDV



**HOTEL
VIENNA**
125 keys



**RESIDENTIAL PORTFOLIO
GERMANY**
5000 units



**OFFICE
CAMPUS PARIS**
64,000 sqm



**OFFICE REPOSITION
NEW YORK**
69,677 sqm

DISCLAIMER

This document, which is being provided on a confidential basis and is intended for discussion purposes only, shall not constitute an offer to sell or the solicitation of any offer to buy, any securities of Spectrum Capital Limited or of any of its affiliates (“Spectrum”) or interact in any way, which offer or solicitation may only be made at the time a qualified offer receives a Confidential Private Offering Memorandum (“CPOM”), which contains important information not contained herein (including information regarding investment objectives, policies, risk factors, fees, tax implications and any other relevant qualifications). In the case of any inconsistency between the descriptions or terms in this document and the CPOM, the CPOM shall control. These securities shall not be offered or sold in any jurisdiction in which such offer, solicitation or sale would be unlawful until the requirements of the laws of such jurisdiction have been satisfied.

This document is not intended for public use or distribution. While the information prepared in this document is believed to be accurate, Spectrum makes no express warranty as to the completeness or accuracy, nor does it accept responsibility for errors appearing in the document or undertake any duty to update such information.

In considering the prior performance information contained herein, prospective investors should bear in mind that past performance is not necessarily indicative of future results, and there can be no assurance that Spectrum will achieve comparable results. Certain information contained in this document constitutes “forward-looking statements,” which can be identified by the use of forward-looking terminology such as “may”, “will”, “should”, “expect”, “anticipate”, “project”, “estimate”, “intend”, “continue” or “believe” or other comparable terminology. Due to various risks and uncertainties, including those described in this document and the CPOM actual events or results or the actual performance of Spectrum may differ materially from those reflected or contemplated in such forward-looking statements. In particular, and without limiting the generality of the foregoing, target returns, portfolio composition, and other projected investment characteristics presented in this document are based on the prior experience of the principals of Spectrum’s investment manager and other factors it deemed relevant, including current and expected market conditions. Such targets and projections are not intended to serve as a hurdle rate or other benchmark for Spectrum’s performance or portfolio and no assurance is given that such targets and projections will in fact prove accurate. Accordingly, no representation or warranty is made as to future performance or such forward-looking statements.

An investment in or with Spectrum is speculative, funds may be leveraged and may involve a high degree of risk. Opportunities for withdrawal/redemption and transferability of interests are restricted, so investors may not have access to capital prior to Spectrum’s termination. There is no secondary market for the interests and none is expected to develop. The portfolio, which is under the sole trading authority of the general partner/investment manager, will be primarily concentrated in equity, debt and other capital stack structures, secured loans and related instruments of issuers, in the real estate and other industries in the United States, United Kingdom, European Union or other relevant jurisdiction and this lack of diversification may result in substantial risk.

An investor should not make an investment unless it is prepared to lose all or a substantial portion of its investment. The fees and expenses charged in connection with this investment may be higher than the fees and expenses of other investment alternatives and may offset profits. The performance data set forth in this document has been computed by Spectrum and is unaudited.

Nothing in this document is intended to constitute a financial promotion for the purpose of section 21 of the financial services and markets act of 2000.