



# Commercial Finance Opportunities

Iternative Fixed Income Opportunities

# **Small Business Finance**

Institutional Investor Overview

Q2/2022

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# IMPACT INVESTING. Impact Lending

- To provide finance to small medium enterprise (SME)
- To make money for investors
- To serve our community



# **Private Debt and Alternative Lending**

- Executive Summary
- Strategy Opportunity
- Fund Overview



# 1. Consistent Returns

- Private debt and alternative lending strategies have historically produced compelling and consistent returns
- These strategies continue to perform despite the current challenging, global economic environment

# 2. Diversification



Prestige Funds, via specialist companies,
operates several regulated / listed credit funds
which have diversified investment portfolios
consisting of a significant number of loans with
a high level of diversification by loan type,
duration and risk

# 3





 Private debt and alternative lending investments create constant cashflow payments and are typically characterised by low volatility

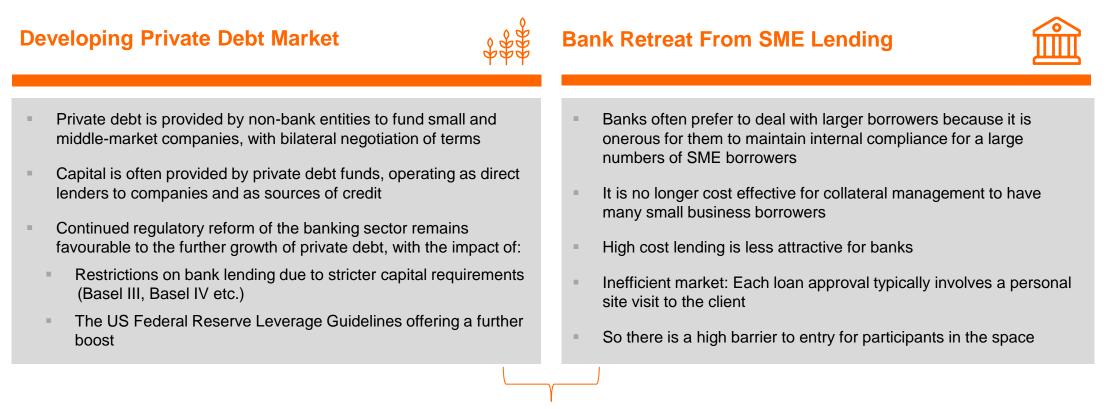
# 4. Uncorrelated



The performance of private debt and alternative lending strategies have typically been uncorrelated to traditional capital markets providing a unique diversifying asset class for modern investment portfolios



Since 2007, Prestige has provided flexible financing solutions to corporations, landowners and SMEs in the UK



These developments, combined with investors' search for yield and the growth in private equity, created a financing gap that private credit providers have been filling

# Commercial Finance Opportunities Fund Overview:



#### COMMERCIAL FINANCE OPPORTUNITIES

Luxembourg EU SICAV / AIFM / Open-Ended

Fund Inception: 10/2013 Fund AUM USD 177 million

#### FUND OVERVIEW

- Secured commercial and industrial lending to the SME sector in the UK
- Invoice and cashflow finance
- Invests in a diversified portfolio of secured commercial and industrial loans, and finance arrangements in the UK
- Many of the projects are UK Government backed
- Low correlation to traditional equity, bond or commodity markets
- Consistent absolute returns in most market conditions

#### PERFORMANCE OBJECTIVE

- Target capital appreciation: 5% 7% p.a. (net)
- Target annualised volatility: 1%



- Alternative investment strategy with Capital Appreciation and Income options
- Access to profitable institutional asset-based direct lending
- Established: diversified investment portfolio consisting of short and medium-term, high yielding loan and leasing assets
- Established: professional fund management team
- Established: professional specialist finance arranging team
- Non-correlated to traditional asset classes such as equities and bonds
- Consistent absolute returns in most market conditions
- Investment strategy 'capacity' remains limited

#### Niche Asset Class >

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which we believe is essential as part of a diversified investment portfolio in a post COVID, low interest rate environment.

# Commercial Finance Opportunities Fund Overview:



#### **Investment Objectives:**

- Steady, long term capital growth of 5% 7% p.a.
- Low volatility (< 1% p.a.)</li>
- Uncorrelated returns to traditional and alternative investments
- Commensurate liquidity to investors

#### Through selected investments in:

- Loans are secured against assets
- Strong diversification in terms of counterparties, sectors and types of finance
- Short term lending typically 12-24 months
- A focus on small business operating in construction, engineering, manufacturing, fabricating and specialist service based industrial sectors

#### Since its launch in 2013 the Fund has not experienced a negative year

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# **Commercial Finance Opportunities**

- Investment Process
- Investment Portfolio Snapshot

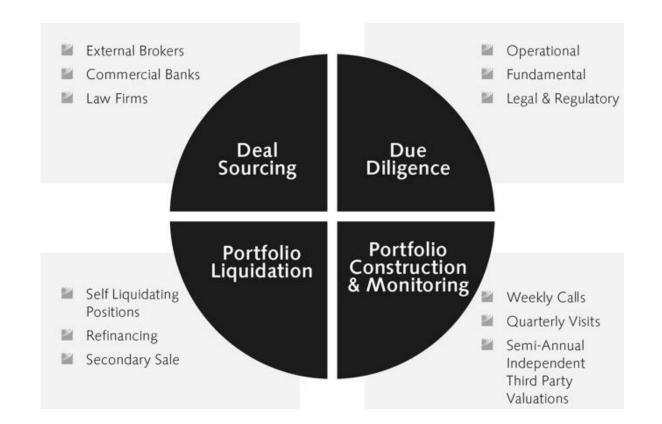


- Inefficient market: Each loan approval typically involves a personal site visit to the client
- Specialist market: Non-Commoditised areas of lending
- Relationship driven market:
  - High barriers to entry
  - Few large / active lending players in the market
  - Frequent repeat customer business activity / referrals and follow on business
- Much of the lending activity is focused around the strategic financing of one or several assets which generates a specific productivity gain, or specific cost saving
- Loan customers are less sensitive to rates more focused on long term client service and the "monthly cost" of servicing the loan
- Increasing security / collateral base personal guarantees / asset debentures encourages repeat business

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# **Commercial Finance Opportunities Investment Process -** Overview:





Since inception of the Fund, its Investment Manager and Finance Arranger have expanded both in terms of the number of staff and retained consultant expertise they operate and the number, size and complexity of transactions they conduct.



The Fund operates a diversified investment portfolio of asset based - loans which are typically secured against a diverse range of assets. Loan 'collateral' is typically tied to land, buildings and/or inventory, accounts receivable, personal guarantees and debentures over bank accounts.

Overdraft	Cash Flow	Invoice	Property	Asset	Construction
Finance	Finance	Finance	Finance	Finance	Finance

# **IMPACT INVESTING.** Impact Funding.

Since 2013, our dedicated, specialist Finance Arranger has lent over GBP 1.7 billion / USD 2.3 billion to approximately 10,000 small businesses. This creates jobs, saves jobs, and generates wealth and tax.

SOURCE: Prestige Capital Management Limited

NOTE: As at 02/2022. All figures are approximate and subject to change without notice. Past performance is no guide to future performance and investments can go down as well as up. All Finance Areas are examples only and may not be representative of future lending activity.

FINANCE ARRANGER: Nucleus Commercial Finance Limited



The lending 'origination' process is labour-intensive and relationship-driven. The Fund contracts with a dedicated, specialist UK based Finance Arranger established in 2011 with an experienced direct lending team of approximately 60 people.

The customer base is often small and medium size enterprises with a strong focus on providing finance to modernise small businesses and make efficiency / productivity gains.

SOURCE: Direct	SOURCE: Third Party	SOURCE: Third Party	SOURCE: Other
Existing Customers	Mortgage Brokers	Manufacturers	Prestige - Companies
New Customers	Finance Arrangers	Dealers	Prestige - Clients
Sales Team	Financial Advisors	Suppliers	Other / Miscellaneous
Internet Marketing	Lawyers	Installers	
	Accountants	Contractors	

# **IMPACT INVESTING.** Impact Funding.

In 2020, our dedicated, specialist Finance Arranger became an 'accredited' lender by the UK Government owned British Business Bank and has since lent over GBP 200m / USD 270m in their Coronavirus Business Interruption Loan Scheme (CBILS) to several thousand small businesses.



Sourcing	<ul> <li>Extensive Third Party Relationships across the UK, EU and USA</li> <li>Prepare Summary of all deals for initial review</li> </ul>
Deal & Sector Analysis	<ul> <li>Analysis of Sector, Company and Collateral</li> <li>Identify right structure and create operational monitoring plan</li> </ul>
Credit Analysis	<ul> <li>Analyse Borrower cash flows</li> <li>Identify right structure and create operational monitoring plan</li> </ul>
Closing Documents	<ul> <li>Approval for Investment Committee</li> <li>Legal Documents and Account setup</li> </ul>
Loans & Accounts Management	<ul> <li>Monthly Collateral Valuations, Quarterly site visits</li> <li>Cash Flow and Covenant Monitoring</li> </ul>
Receivables Collection	<ul> <li>Collect Receivables in lock boxes</li> <li>Analyse actual cash flows against expected, to spot problems</li> </ul>
Credit Reviews	<ul> <li>Quarterly Balance Sheet and income analysis</li> <li>Unwind positions following 2 successive downgrades</li> </ul>



#### Systems and Technology used

- Equifax and Experian credit reference data
- Credit Safe credit reference data
- Red Flag
- Microsoft Office 365 / Cloud
- Salesforce
- UK government Land Registry data alerts
- UK government Companies House data alerts
- Google data alerts
- Client interest and capital payments are made by Bank 'Direct Debit' or 'Standing Order'

# Our credit underwriting process continues to evolve in light of the wider macro environment. Our dedicated, specialist Finance Arranger now insists on business customers using 'Open Banking' account platforms for all new lending.

This has been introduced by the UK Government and is available to companies and individuals and enables incredible amounts of data capture for modelling real time / real world cash flows and fraud detection for lenders.

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- Loan portfolio interest of approximately 10% p.a.
- Loan portfolio return of capital of approximately 100% p.a.
- Loan portfolio early repayment of up to 20% p.a.
- Fund cash buffer @ 10% 15% NAV
- Fund borrowing / overdraft credit facility
- Fund's main counterparty (Finance Arranger) and / or some of its other counterparty lenders also have borrowing / overdraft credit facilities
- Some lending is UK Government backed
- Ability to sell loans internally to other Prestige Funds / Managed Debt Pools
- Ability to sell loans externally

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## Commercial Finance Opportunities Investment Process Risk Control - Portfolio Management



#### **WEEKLY and MONTHLY**

- Weekly Investment Team meetings
- Monthly Investment Committee meeting
- Review of monthly financials for trends
- Review of compliance issues
- Update on industry trends from Research Analysts
- Review of market value comparable trends

#### QUARTERLY

- Update of financial model with review / evaluation of projections, if required
- Update of risk rating
- Valuation analysis
- Management discussion
- Attend Board Meeting / Board member discussion
- Investment Committee approval of risk rating and valuation

#### ANNUALLY

- Full review and risk rating by Investment Committee
- Review of financial projections
- Update of investment memoranda
- Independent audit

#### **PERFORMING INVESTMENT**

- On-going consideration of general business forecast assumptions and risk scenarios
- Refinancing opportunities
- Additional / add-on financing
- De-risking strategies

#### IMPAIRED INVESTMENT

- Investment Team put a work-out plan in place
- Discussion with other investors in the same situation
- Engage financial, legal or operational advisors (as necessary)
- Execute plan



- In recent years, there has been a global emphasis on a move towards sustainability and less waste
- The UK has committed to the Paris Agreement on clean energy objectives, putting considerable economic weight behind these goals
- Private debt is making a direct impact on the ways small businesses are funded
- The Prestige group welcomes these developments and places significant emphasis on the sustainability of our investments and the impact they have on stakeholders, the community, and the environment... both now and in the future
- As a result, Prestige is well positioned to meet industry and investor expectations on socially responsible and sustainable investments

STAKEHOLDERS	COMMUNITY	ENVIRONMENT	GOVERNANCE
We recognise the importance of all those who have a stake in what we do, whether they are our customers, our suppliers, staff, third parties, shareholders, local or national government, or the community	A significant amount of what we do has a direct impact on the local communities that we support by creating jobs, diversifying income streams and helping groups to work together for a common good	Our focus in providing debt to small businesses to help them achieve their goals in reducing waste and becoming more sustainable	A fundamental part of our business is our insistence on strong and responsible governance and risk management with complete transparency and accountability



### Qualitative

- Credit rating of customer
- Size of financing
- Financing to value (% deposit)
- Type of customer (corporate or private)
- Existing customer (good trading history)
- Payment history of customer
- Location of customer
- Personal guarantee secured on other assets (land, property, buildings etc.)
- Type of financing contract
- Duration of financing contract

# Quantitative

- Audited and published financial accounts
- Verified credit references
- Partner or Director personal credit history searches through the Credit Reference Agency
- Company credit history searches through the Credit Reference Agency
- Cash deposits
- Collateral analysis / pledge

Since inception of the Fund, both the Investment Manager and Finance Arranger have expanded both in terms of the number, size and complexity of transactions conducted as well as the total number of staff and retained consultant expertise they operate with.



A multi level loan filtering, profiling and evaluation process



We work at the centre, not the edge, of every transaction we do. Diligent, tenacious and resourceful.



- Portfolio Ongoing qualitative and quantitative asset risk screening process
- Portfolio Limit exposure to any single loan
- Portfolio Limit exposure to any single loan customer
- Portfolio Limit exposure to any single loan sector
- Portfolio Limit exposure to import and export type customers
- Portfolio Analysis of level and variability of historic defaults / impairments
- Portfolio Loan to Value (LTV) limits and limits on non-secured lending
- Portfolio Maintains strong client / sector diversification



- Strong Origination Process
  - Finance Arranger Credit Committee
  - Fund Investment Committee
- Diversified investment financing portfolio
- Financing structure often requires financed assets to remain in ownership of the financer until the final payment
- Strong financing management and monitoring process
- Passive financing monitoring desktop analysis / alerts
- Active financing monitoring on site physical meetings
- Borrowers may pledge additional personal assets such as land and buildings
- Debentures may be taken over borrower bank accounts and other assets
- Cash deposits may be taken from financed entities



#### Fund

- Operates without 'leverage'
- Operates without 'derivatives' \*
- Operates without elaborate 'mark to model' / 'future income' valuation methodology
- Operates without 'exotic financial engineering'
- Operates without 'performance fees'

## **Investment Manager**

- Team includes CIMA (Cayman Islands) / MFSA (Malta) / CSSF (Luxembourg) approved Directors and, in the UK, an FCA Certified Individual
- Team includes a former Barclays Bank Commercial Lending Officer
- Team includes a former Credit Suisse Bank Risk Officer
- Team includes a former Deloitte auditor
- Operates a monthly 'Investment Committee'
- Operates various regular internal administration, risk, operational teams / meetings
- Publishes detailed analysis report of Fund's investment portfolio (typically monthly)
- Retains a seat on the board of the Finance Arranger and attends board meetings (typically quarterly)
- Team members personally visit larger clients in addition to the dedicated 'Finance Arranger'

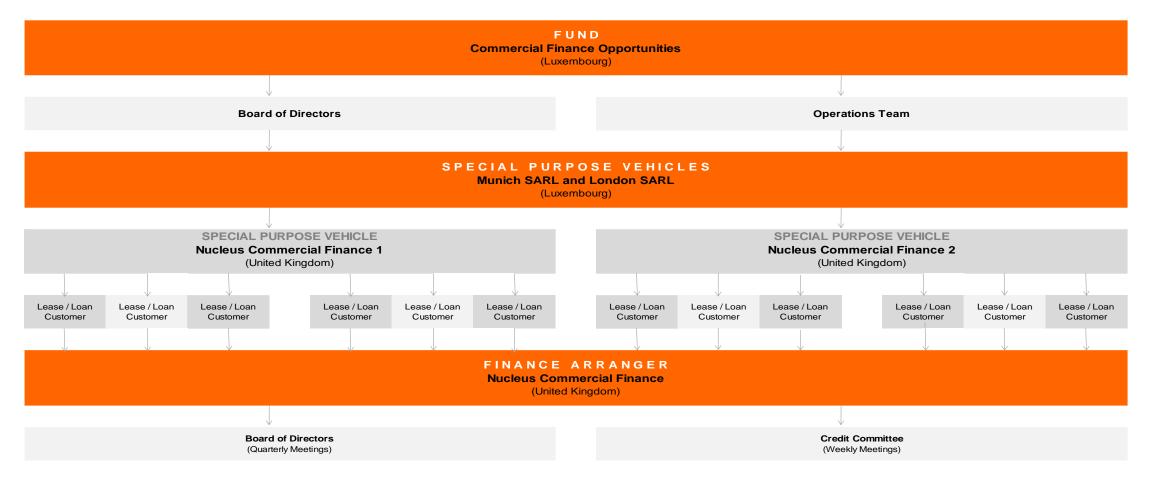


- Fund Board includes Directors who are individually approved by various international regulatory and professional trade bodies including:
  - A Certified Individual for UK Financial Conduct Authority purposes United Kingdom
  - Commission de Surveillance du Secteur Financier (CSSF) Luxembourg
  - Malta Financial Services Authority (MFSA) Republic of Malta
  - Swiss Financial Market Supervisory Authority (FINMA) Switzerland
  - Cayman Island Monetary Authority (CIMA) Cayman
- Fund Board (and its special purpose vehicles) includes two experienced independent Directors
- Fund independently audited annually by one of the world's largest audit firms
- Fund independently administered monthly by one of the world's largest banking groups
- Fund operates with no loans to directors, employees and / or shareholders of Prestige and / or affiliated companies (except to SPVs operated by the dedicated Finance Arranger)

## **Commercial Finance Opportunities Investment Process -** Risk Control - Governance & Oversight:



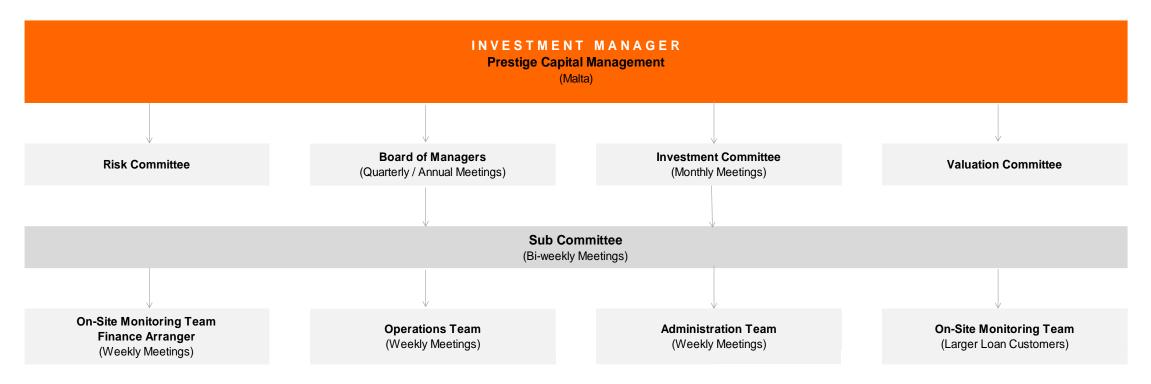
#### **Operational Flow**



## **Commercial Finance Opportunities Investment Process -** Risk Control - Governance & Oversight:

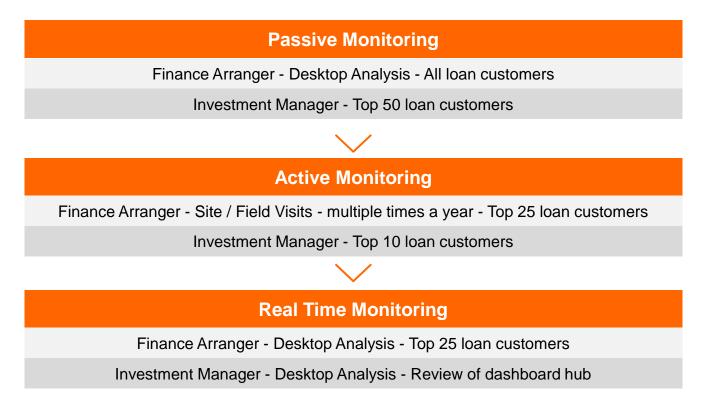


#### **Operational Flow**





A multi level financing customer on-going monitoring process



- Financed entity balance sheet and cash flow statements will typically be analysed quarterly
- Financed entity audited financial statements will typically be analysed annually



#### **Fund Investment Portfolio - Lending Statistics** Asset Allocation: # of Loans / Holdings % of Fund (excluding cash / equivalents) Debt Finance Portfolio 1: 14 5% Debt Finance Portfolio 2: 2 <1% **Debt Finance Portfolio 3:** 51 14% **Debt Finance Portfolio 4:** 399 16% Debt Finance Portfolio 5: 237 5% **Debt Finance Portfolio 6:** 14 6% Debt Finance Portfolio 7: 26 21% Debt Finance Portfolio 8: 14 23% Debt Finance Portfolio 9: 104 10% Total loans: 861 Total number of invoice finance facilities: 88 GBP Average Loan Duration – Timeframe Individual Portfolios: Debt Finance Portfolio 1: GBP 1.4 million 1 month **Debt Finance Portfolio 2:** GBP 724,000 2 months **Debt Finance Portfolio 3:** GBP 282,000 29 months Debt Finance Portfolio 4: 16 months GBP 22,000 Debt Finance Portfolio 5: 24,000 GBP 2 months **Debt Finance Portfolio 6:** 3 months GBP 537,000 Debt Finance Portfolio 7: 19 months GBP 1.9 million Debt Finance Portfolio 8: 30 months GBP 14 million **Debt Finance Portfolio 9:** N/A GBP 100.000

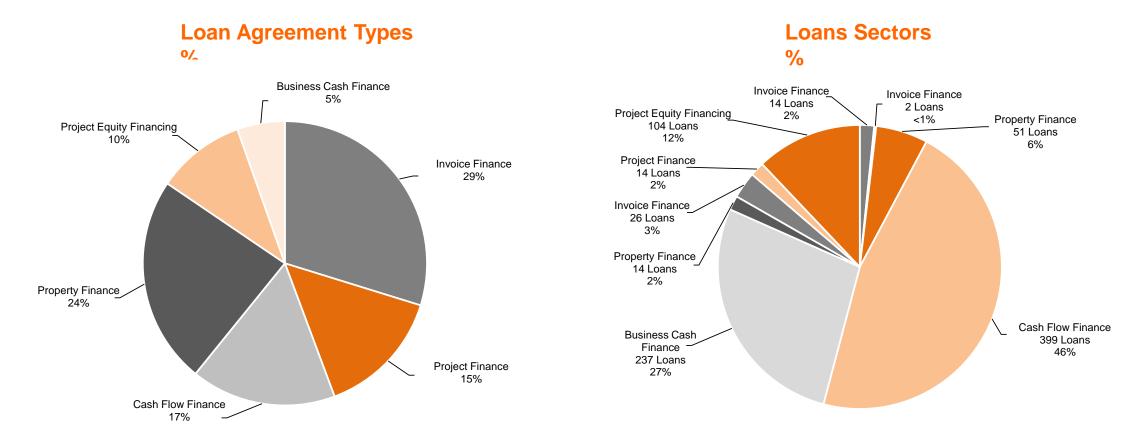
NOTE: As at 02/2022. All figures are approximate, rounded up, and do not include any cash or near cash holdings or third-party investments and are subject to change without notice. These figures should not be relied upon to make any investment decision.

SOURCE: Prestige Capital Management Limited

## **Commercial Finance Opportunities Investment Portfolio** - Snapshot:



**Fund Investment Portfolio:** 





# **Commercial Finance Opportunities**

- Conclusion
- Private Debt and Alternative Lending vs. Public Markets
- Summary of Terms

## **Commercial Finance Opportunities** Conclusion:



- Access to an established institutional asset-based direct lending team and a diversified managed pool of high yielding loans assets
- Generating consistent, absolute returns with low volatility in various market conditions
- Low correlation to traditional assets classes such as equities and bonds
- Managed by an experienced team with a strong history in loan origination, credit scoring, and loan portfolio management
- UK small business are often conservative asset rich, cash poor and under invested - in need of modernisation and productivity gains

# Scalable

# Repeatable

# **Commercial Finance**

# **Opportunities**

Net of Fees USD	CFO I-Class	S&P Troop US S&P Treasury Bond Index	UN/ Bood US Bank Rate
TOTAL	51.49%	11.90%	5.52%
5 YEAR	41.28%	13.13%	4.93%
3 YEAR	21.31%	10.16%	1.89%
1 YEAR	5.90%	-0.63%	0.00%

Results reflect non-Institutional results net of fees which include marketing allowances. Please see the Fund's Issuing Document for full details.

SOURCE: Prestige Capital Management Limited



#### PRESTIGE FUNDS: Adding Value to Portfolios. Recent Market Based Volatility Vs. Consistency & Stability

**GLOBAL EQUITIES** 

MSCI World Index USD Negative Months 08/2016 – 02/2022

08/2016 10/2016 08/2017 02/2018 03/2018 06/2018 10/2018 12/2018 05/2019 08/2019 01/2020 02/2020 03/2020 09/2020 10/2020 01/2021 01/2021 01/2022 02/2022 -0.13% -2.01% -0.69% -4.30% -2.42% -0.64% -8.75% -7.42% -6.08% -2.24% -0.68% -8.59% -13.47% -3.59% -3.14% -1.05% -4.29% -2.30% -5.34% -2.65%

#### PRIVATE DEBT AND ALTERNATIVE LENDING

Commercial Finance Opportunities (Fund) I-Class USD <u>Positive</u> Months 08/2016 – 02/2022

08/2016 10/2016 08/2017 02/2018 03/2018 06/2018 10/2018 12/2018 05/2019 08/2019 01/2020 02/2020 03/2020 09/2020 10/2020 01/2021 09/2021 11/2021 01/2022 02/2022 CFO

+0.51% +0.50% +0.51% +0.59% +0.75% +0.72% +0.70% +0.71% +0.69% +0.65% +0.57% +0.42% +0.50% +0.61% +0.57% +0.56% +0.48% +0.48% +0.40% +0.40%

33 NOTE: Past performance is no guide to future results and should not be relied upon to make investment decisions. See the fund Issuing Document / Information Memorandum for full terms and conditions. SOURCE: Prestige Capital Management Limited / Prestige Fund Management Limited / MSCI

# Commercial Finance Opportunities Private Debt and Alternative Lending vs. Public Markets:



#### **PRESTIGE FUNDS: Correlation**

<b>CORRELATION</b> 04/2009 - 02/2022	MSCI World Index USD	S&P 500 Index USD	Prestige Alternative Finance USD	Prime Alternative Finance USD	Business Finance Opportunities USD	Commercial Finance Opportunities USD
MSCI World Index USD		0.95	0.26	0.00	-0.02	-0.14
S&P 500 Index USD	0.95		0.23	0.03	0.01	-0.15
Prestige Alternative Finance USD	0.26	0.23		0.18	-0.03	-0.04
Prime Alternative Finance USD	0.00	0.03	0.18		0.28	0.29
Business Finance Opportunities USD	-0.02	0.01	-0.03	0.28		0.07
Commercial Finance Opportunities USD	-0.14	-0.15	-0.04	0.29	0.07	

NOTE: As at 02/2022. Past performance is no guide to future performance and investments can go down as well as up. Results reflect non-Institutional results net of fees which include marketing allowances. PALTF launch 12/2008, PRALTF launch 11/2018, BFO launch 02/2021, CFO launch 10/2013.

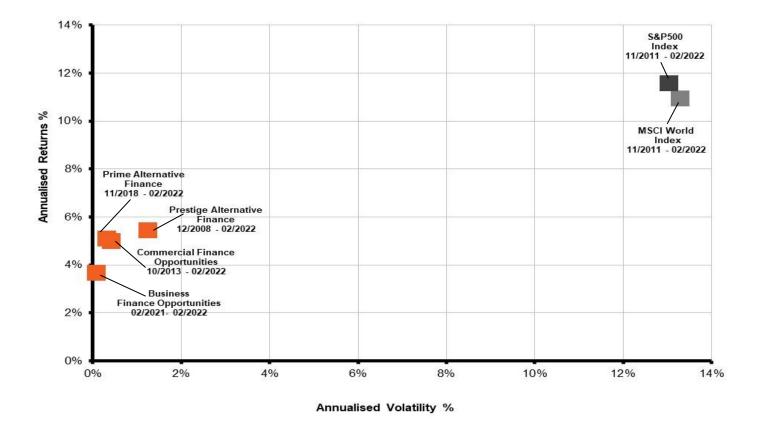
SOURCE: Prestige Capital Management Limited

Commercial Finance Opportunities Private Debt and Alternative Lending vs. Public Markets:



#### **PRESTIGE FUNDS:** Return Vs. Risk Comparison

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NOTE: As at 02/2022. Past performance is no guide to future performance and investments can go down as well as up. Results reflect non-Institutional results net of fees which include marketing allowances. SOURCE: Prestige Capital Management Limited

# **Commercial Finance Opportunities** Summary of Terms



FUND / SCHEME:	Premium Alternative S.A. (SICAV-SIF)				
FUND CELL:	Commercial Finance Opportunities (CFO)				
DOMICILE:	Luxembourg (EU)	uxembourg (EU)			
STRUCTURE:	SICAV-SIF (Open Ended)				
REGULATOR:	Commission de Surveilland	mmission de Surveillance du Secteur Financier (CSSF)			
SCHEME REGULATORY TYPE:	Alternative Investment Fund	ternative Investment Fund Manager (AIFM)			
INVESTMENT STRATEGY:	INVOICE / COMMERCIAL	– FINANCE			
INVESTMENT MANAGER:	Prestige Capital Manageme	ent Limited			
FINANCE ARRANGER:	Nucleus Commercial Finan	ce Limited			
MARKETING & DISTRIBUTION SERVICES AGENT:	Prestige Capital Services L	imited			
FUND ADMINISTRATION:	Mitsubishi UFJ Investor Services and Banking (Luxembourg) S.A.				
FUND CUSTODIAN & BANK:	Mitsubishi UFJ Investor Se	Mitsubishi UFJ Investor Services and Banking (Luxembourg) S.A.			
FUND AUDITOR:	KPMG (Luxembourg)				
FUND DISTRIBUTOR:	Prestige Asset Distribution Limited				
PORTFOLIO VALUATION AGENT:	Moore Kingston Smith, UK				
BASE CURRENCY:	GBP				
CURRENCIES:	USD / EUR / GBP / CHF / ILS				
MINIMUM INVESTMENT:	Accumulation IM-Class: EUR 1,000,000 (or currency equivalent) / Distribution IDM-Class: EUR 1,000,000 (or currency equivalent				
MINIMUM TOP UP:	EUR 5,000 (or currency equivalent)				
SUBCRIPTIONS:	Accumulation IM-Class: Monthly / Distribution IDM-Class: Quarterly				
LIQUIDITY:	Up to USD 2 million (or currency equivalent). Amounts greater than this are by prior arrangement.				
REDEMPTION:	Monthly on 90 days' notice (on a best effort basis)				
FEES:	Management:	1.50% P.A.			
	Performance:	0%			
	Initial:	0%			
	Redemption:	1% in year 1.0% thereafter			



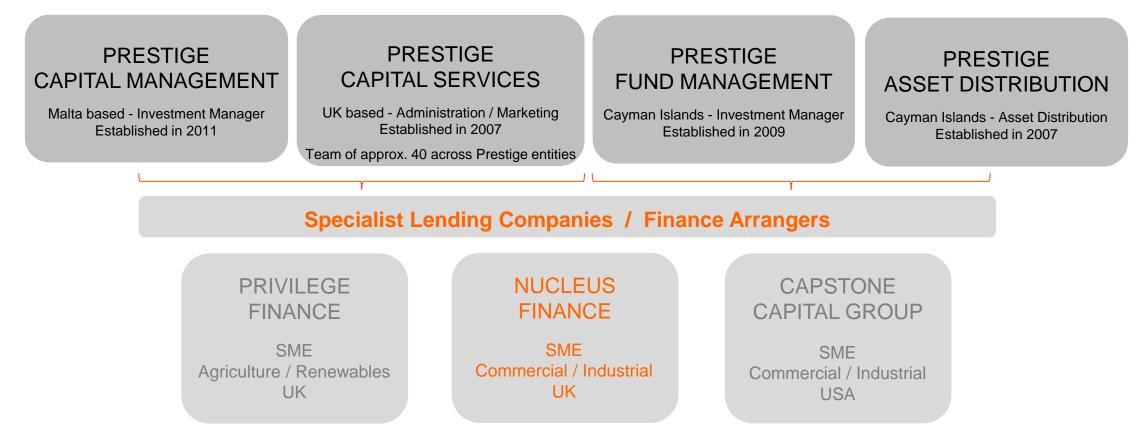
# **Commercial Finance Opportunities**

- Appendix 1: Prestige
- Appendix 2: UK / SME Lending
- Appendix 3: Macro Environment

APPENDIX 1: Prestige Overview



Founded in 2007, Prestige consists of several companies under common ownership and control



NOTE: 'PRIVILEGE FINANCE' refers collectively to Privilege Holdings Limited, Privilege Asset Finance Limited and Privilege Project Finance Limited and is registered in the United Kingdom.

'NUCLEUS FINANCE' refers collectively to Nucleus Commercial Holdings Limited and Nucleus Commercial Finance Limited and is registered in the United Kingdom.

CAPSTONE CAPITAL GROUP is an affiliated Service Provider and is registered in the United States of America.

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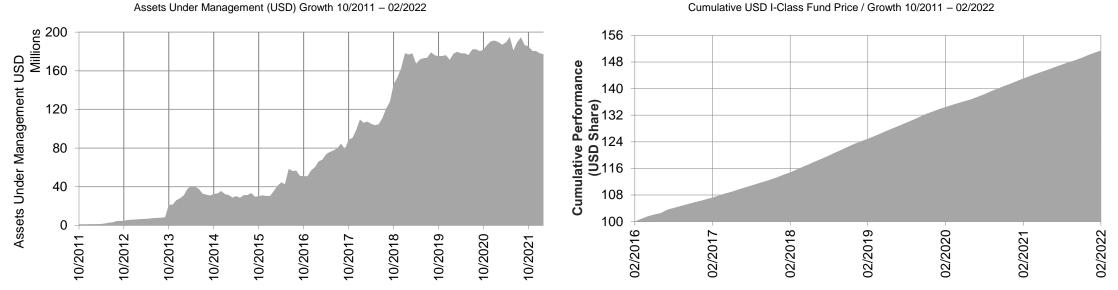
#### A Successful track record in Fund-based lending

Established in 2007, Prestige consists of several companies under common ownership and control with operations in the UK, Malta, Luxembourg and Cayman and during that time has raised over USD 2 billion with a focus on private debt / credit related fund based, alternative investment strategies.

Since 2013, the Commercial Finance Opportunities Fund has grown to over USD 177 million and is used by almost 100 financial advisory groups globally. The Fund operates a diversified investment portfolio consisting of asset-based loans in invoice finance, cashflow finance, property finance and asset finance sectors with a strong focus on small and medium size enterprise in the UK in areas such as manufacturing, engineering, construction and specialist service based industries. The investment portfolio includes lending and finance opportunities on specific transactions and or assets held in dedicated ring fenced special purpose vehicles (SPVs) and dedicated funds. Most of the lending origination and ongoing servicing is conducted by an established, specialist, independent Finance Arranger (owned by Prestige).

#### **Commercial Finance Opportunities Fund**

#### **Commercial Finance Opportunities Fund**



NOTE: As at 02/2022. Past performance is no guide to future performance and investments can go down as well as up. Participating results prior to 03/2016 are a composite proforma based upon actual results of Participating Classes with certain fees rebated. SOURCE: Prestige Capital Management Limited

# APPENDIX 1: Prestige Clients



#### Our diversified client / investor base includes:

#### **International Institutional Investors**

-	Banks	

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- Corporations
- Insurance companies
- Pension funds
- Public entities and authorities
- Registered charities

#### **International Professional Advisors**

Alternative investments third party marketers
Asset managers
Discretionary investment advisors
Discretionary investment trusts
Distribution networks for financial products
Family offices
Hedge fund managers
Private banks



#### **Prestige Asset Distribution**

s Raise	d - Highlights
USD	97 million
USD	184 million
USD	195 million
USD	207 million
USD	205 million
USD	272 million
USD	273 million
USD	384 million
USD	190 million
USD	207 million
USD	160 million
	USD USD USD USD USD USD USD USD



#### **Prestige Capital Management Limited:**

- Authorised and Regulated by the Malta Financial Services Authority (MFSA)
- Operates within the full scope of the Alternative Investment Fund Managers Directive (AIFMD)
- Member of the Association of the Luxembourg Fund Industry (ALFI)

#### **Prestige Capital Services Limited:**

- Authorised and Regulated by the Financial Conduct Authority (FCA) (No: 486239)
- Member of the Alternative Investment Management Association (AIMA)
- Member of the Chartered Institute for Securities And Investment (CISI)

#### **Prestige Fund Management Limited:**

 Registered with the Cayman Islands Monetary Authority (CIMA)

#### Selected Funds are registered with the:

- Commission de Surveillance du Secteur Financier (CSSF)
- Cayman Islands Monetary Authority (CIMA)
- Monetary Authority of Singapore (MAS)



#### **Fund Counterparty - Finance Arranger team includes:**

- Currently has five Institutional wholesale debt funds
- Approved by UK Government as an accredited lender in its COVID Business Interruption Scheme (CBILs)
- A team of almost 50 professionals
- A team with combined experience of over 250 years in the private finance space
- A former Barclays Bank commercial lending specialist
- Originated, managed and liquidated over GBP 2 billion / USD 2.7 billion in the private finance space
- Uses proprietary risk systems to effectively manage these transactions
- Developed proprietary risk ratings to analyse transactions, reflecting the credit risks associated with underlying loan sector and borrowers
- With experience and knowledge in the sector, Commercial Finance Opportunities is ideally positioned to source the best transactions for investors

#### Plus the international resources of "Prestige"

# APPENDIX 1: Prestige Senior Team Members: Finance Arranger



Chirag	Mark	Simon	David
Shah	Goldman	Willmett	Head
CEO /	Managing	Finance	Director* /
Director	Director	Director	Board Advisor
2011	2012	2015	2013

- Our directors and managers have a deep reservoir of credit and industry expertise across a range of market cycles
- Our senior investment personnel have an average of 20+ years of industry experience



	Craig Reeves	Deborah Hardy	Marina Lisova	Jonathan Scott	lain Fulton	Robert McGregor	Simon Borg
Title	Founder / Investment Management Committee (PFM / PCM)	Chief Operating Officer (PCSL) Director (PCM)	Chief Financial Officer (PCM) Director (PCM)	Chief Risk Officer (PFM)	Director / Investment Management Committee (PFM)	Director (PCSL)	Credit Officer (PCM)
Since	2007	2007	2017	2016	2015	2008	2021

- Our directors and managers have a deep reservoir of credit and industry expertise across a range of market cycles
- Our senior investment personnel have an average of 20+ years of industry experience



#### **Craig Reeves**

#### Founder / Investment Management Committee Member

Craig has been associated with Prestige since 2007. He is the Founder of Prestige Capital Management Limited, Prestige Fund Management Limited, Prestige Asset Distribution Limited and Prestige International Marketing Services Limited, Prime Holdings Limited and is a Board Director of various international Prestige Funds. He is also a Director of Nucleus Holdings Limited and is a Co-Founder and Non-Executive Director of OpenFunds Investment Services AG. Craig was formerly a Managing Director and Co-Founder of Platinum Capital Management Limited, an international asset management group. Formerly, he was Head of Portfolio Management and Asset Allocation at Titan Capital Management Limited, an international asset management group. Prior experience includes serving as a Proprietary Trader at Gaiacorp Trading Limited (an international asset management group) and Proprietary Trader at London Currency Exchange Limited (a private client / proprietary trading house).

Craig has over 25 years' experience in financial services as a professional investment manager, trader and investor in alternative investments, hedge funds, capital markets, and real estate and has written several articles for various financial publications including the AIMA Journal. He has served as a Board Director on over 20 international funds. Craig graduated with a BA (Hons) in Business Administration from Huddersfield University and has a Higher National Diploma in Business and Finance from the University of Greenwich (London). He also attended the New York Institute of Finance (NYIF) where he studied financial markets and derivative trading and is also a member of the Chartered Institute for Securities and Investment (CISI).

Craig is authorised by the Malta Financial Services Authority (MFSA), approved in Switzerland by the Swiss Financial Market Supervisory Authority (FINMA), approved in Luxembourg by the Commission de Surveillance du Secteur Financier (CSSF), is a certified individual for UK Financial Conduct Authority (FCA) purposes and is registered with the Cayman Islands Monetary Authority (CIMA).



#### **Deborah Hardy**

#### Chief Operating Officer (PCSL) / Director (PCM)

Deborah has been associated with Prestige since 2007. She is an Executive Director and Chief Operating Officer of Prestige Capital Services Limited and Board Director of Prestige Capital Management Limited. She has over 25 years' experience in business administration, process management and development, delivering a wide range of both client and supplier focused solutions. She was formerly Director of Client Services at an international asset management group with approximately USD 1 billion under management. She has also held several operational and management roles within supply chain and contract management at Gardline Marine Sciences (the world's largest independently owned marine survey company), Aviva plc, the largest UK insurance company and the Rotch Property Group.

Approved in the UK by the Financial Conduct Authority (FCA) to perform a Senior Management Function and approved in Malta by the Malta Financial Services Authority (MFSA).

#### **David Head**

#### **Director / Board Advisor**

David has been associated with Prestige since 2013 and is a Director of Privilege Holdings Limited, Privilege Holdings 2 Limited and Nucleus Commercial Holdings Limited, and serves as a board advisor to Prestige Fund Management Limited - focusing on asset-based lending, leasing and finance solutions. He also advises on the company's proprietary investments, as well as researching new investment opportunities.

He brings a wealth of experience in commercial asset-based lending and finance activity, having worked for Barclays Bank plc from 1974-2001, where his last role involved acting as a Corporate Manager responsible for a mixed portfolio of 150 small and medium-sized enterprise clients with a bias towards property development/investment and franchised motor dealers. From 2001-2010 he was employed by Allied Irish Bank where he built from scratch over 5 years a GBP 160m loan book which had minimum defaults and focused on charitable, healthcare and education sectors, unlike most other British teams which were heavily exposed to the property sector. From 2010-2013 he was persuaded to rejoin Barclays where he acted as a Relationship Director with a portfolio of over 40 corporate clients (sales turnover GBP 5-50m) biased towards professional service sectors. He brings a particular set of professional skills including credit analysis, credit negotiation, business risk analysis, market risk analysis and operational risk analysis as well as previous experience at British Insurance Association, London.

### APPENDIX 1: Prestige Values





#### Prestige's success is the result of its core strengths and values:

- Entrepreneurial culture: original thinking, distinct research process, highly commercial
- Prestige is focused on producing consistent and positive risk-adjusted returns
- Prestige's own success is the result of putting investors' interests first
- Prestige is committed to providing innovative investment solutions
- Continuous research, development and market knowledge
- Delivery of quality products, services and results
- The Prestige environment values diversity, inclusiveness and integrity

### APPENDIX 2: UK / SME Lending Sector Summary



**5.9 million** private sector businesses in the UK

**3/5** of entrepreneurs in the UK are SMEs

52% turnover in the UK private sector for which SMEs account

99.3%

48

of businesses within the UK private sector are SMEs, at the start of 2018  $\,$ 

**16.6 million** total employment in UK SMEs GBP 2 trillion is the combined annual turnover of UK SMEs

**Nearly 1/5** is the proportion of SMEs in the construction sector

**1 million** new homes that the UK government needed to build by 2020

**2.2 million** new SMEs since 2006

40% Amount of lending by private credit firms which goes to SMEs GBP 35 billion

is the size of the funding gap facing UK SMEs

4 in 10 UK SMEs that have been able to secure lending from their chosen provider

34%

SMEs saying the capital available to them is not enough to fund their investment plans

62% of invoices issued by UK SMEs in 2018 were paid on time

#### **GBP 100 million**

is the amount lent to small businesses since 2011 by the Commercial Finance Opportunities Fund via its dedicated Finance Arranger



- Rising business costs across most sectors
- Green / climate policies are accelerating
- Business trends are accelerating
- Lenders' Market may become more restrictive in some sectors
- Government support may increase
- Some sectors will see big increases in investment
- Businesses have been 'stress tested' more in 2020 than at any other time

Far more is known today about the impact of the global pandemic on individual companies, sectors and regions than in January 2020.



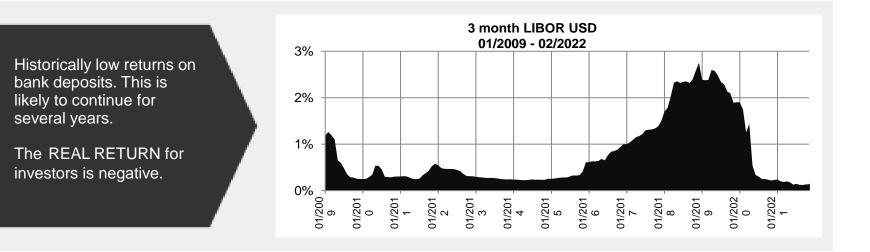
#### Continuation of Active Private Debt and Alternative Lending Markets

- The COVID-19 global pandemic continues to dominate headlines and affect personal and work lives for many people
- The pandemic is also having a significant effect on financial markets and Q2/2020 witnessed significant market volatility, particularly in equities
- In addition, a significant number of firms are no longer paying dividends to their shareholders
- Prestige remains focused on long-term performance, but it has been comforting and encouraging that our products have shown resilience in the current climate and continue to produce positive returns
- Going forward, we are likely to see increased debt and lending opportunities for Prestige as we help business bridge the period that the economy is not operating at full capacity

#### Private Debt and Alternative Lending -Industry Statistics

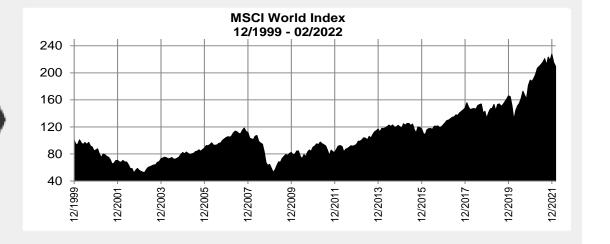
- Private credit and alternative lending strategies are set to capitalise on current dislocations across financial markets with significant increases in the number of companies and individuals needing to borrow money
- Assets invested in private debt largely made up of non-bank loans to unlisted companies - reached a record USD 812 billion in 2019, boosted by investors hunting for higher yield
- In recent years, there has been a surge in direct-lending strategies, where investment funds take on the role of so-called shadow banks, stepping in as traditional lenders have retreated because of tighter capital rules etc.
- Private debt fundraising has exceeded USD 100 billion for each of the past 4 years
- Private markets AUM now totals USD 5.8 trillion





Continued uncertainty and volatility in the equity, bonds and commodity markets.

Do you only want to be exposed to these asset classes in the medium term?



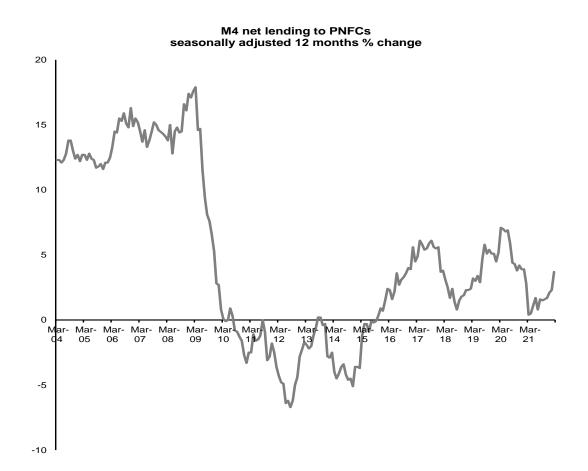
51

## APPENDIX 3: Macro Environment Areas of Concern: Credit



#### Bank Lending to SMEs Remains Weaker than 14 years ago

M4 net lending to Private Non-Financial Corporations (PNFCs) 03/2004 - 02/2022





# **Royal Bank of Scotland Plc**

Share Price 30 / 06 / 2007 GBP 63.30 Share Price **28 / 02 / 2022** GBP 2.30

# -96%

# **Barclays Bank Plc**

Share Price 30 / 06 / 2007 GBP 6.96 Share Price **28 / 02 / 2022** GBP 1.83

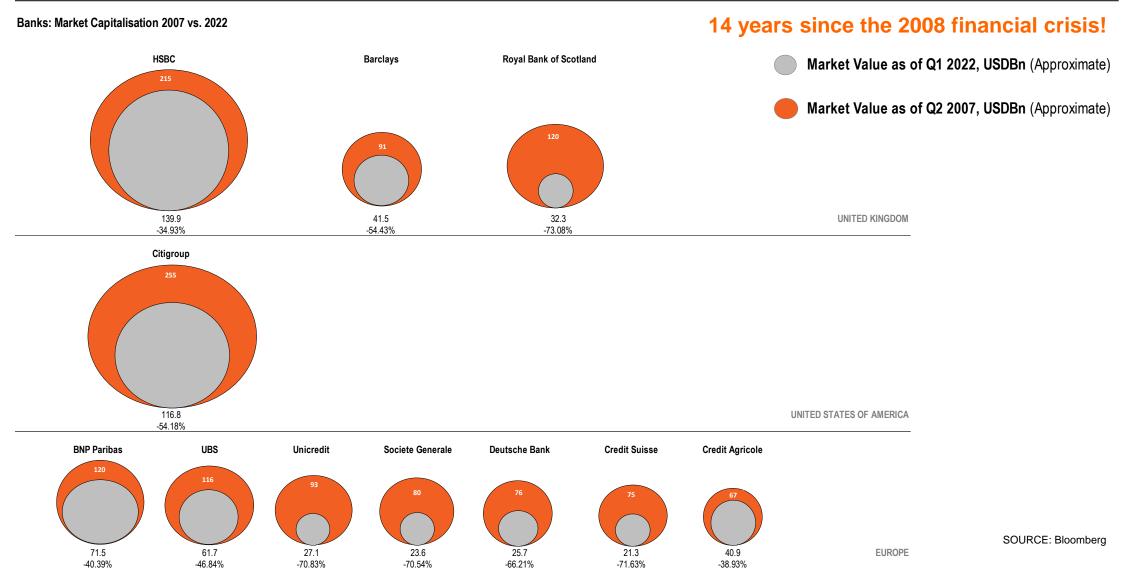
# -74%

SOURCE: Bloomberg

**ARTICLE:** Small businesses losing overdrafts at a rate of GBP 5m per day http://www.telegraph.co.uk/finance/newsbysector/banksandfinance/11951747/Small-businesses-losing-overdrafts-at-a-rate-of-5m-per-day.html

# APPENDIX 3: Macro Environment Areas of Concern: Credit

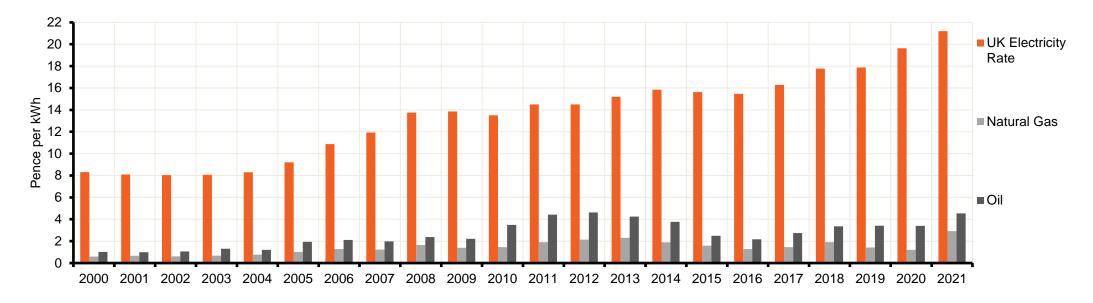






#### **Rising Energy Costs:**

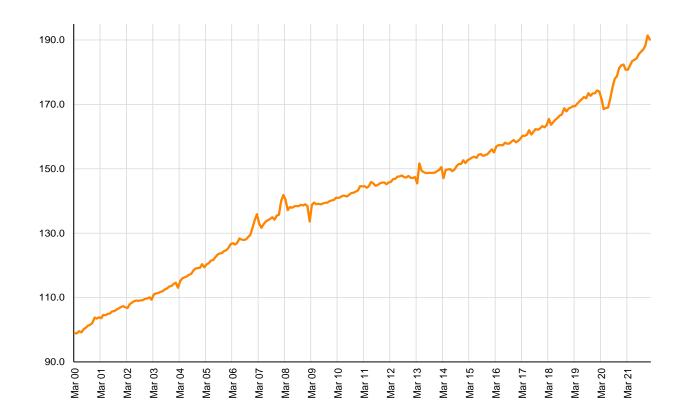
#### UK Electricity Rate Vs. Natural Gas Vs. Oil - Pence per kWh GBP: 2000 - 2021



**IMPACT.** The price of electricity has more than doubled over the last 21 years.



Rising Employer Costs: Minimum 'living wage' and 'work place pension' have been introduced Average Weekly Earnings (Index) 03/2000 – 01/2022



# **Contacting Us**

INVESTMENT ADMINISTRATION AND MARKETING SUPPORT

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Company Registration Number: VAT Registration Number: FCA Registration Number:

6 2 7 7 5 3 0 9 2 8 7 8 6 2 6 8 4 8 6 2 3 9

INVESTMENT MANAGER

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Malta Financial Services Authority (MFSA) Registration Number:I S / 5 3 1 9 7Malta Company Registration Number:C 5 3 1 9 7Malta Company VAT Registration Number:MT 2 0 4 8 3 5 3 0

www.PrestigeFunds.com www.Prestige-ClimateInvest.com www.PrestigeCapitalServices.uk www.PrestigeCapitalManagement.com.mt





#### (IM Class) ISIN SEDOL BLOOMBERG VALOR **MORNING STAR** CUSIP MEXID INCORPORATION LEI CURRENCY CITICODE GIIN FATCA ID code code code code code code code code code BNYF2G1 L76483 376 PRAAXX USD LU2430039201 PRCFOIB LX 116048617 F00001DDJX 07203 F2QF0Z.99999.SL.442 F2QF0Z 5493000LZORW0Y7EZB56 EUR LU2430039110 BNYF2H2 PRCFIAM LX 116316024 L76483 384 PRAAXW F2QF0Z.99999.SL.442 F2QF0Z F00001DDJY 07203 5493000LZORW0Y7EZB56 BNYF2J4 L76483 392 PRAAXV GBP LU2430039383 PRCFOIA LX 116316025 F00001DDJZ 07203 F2QF0Z.99999.SL.442 F2QF0Z 549300OLZORW0Y7EZB56 BNYF2K5 L76483 400 PRAAXU LU2430039466 PRCFOIM LX 116308027 F2QF0Z CHF F00001DDK0 07203 F2QF0Z.99999.SL.442 5493000LZORW0Y7EZB56 BNYF2L6 PRAAXT PRCFIFM LX L76483 418 ILS LU2430039540 116308041 F00001DDK1 07203 F2QF0Z.99999.SL.442 F2QF0Z 549300OLZORW0Y7EZB56

#### Institutional - Accumulation Share Classes

#### Institutional - Distribution Share Classes (IDM-Class)

CURRENCY	ISIN code	SEDOL code	BLOOMBERG code	VALOR code	MORNING STAR code	CUSIP code	MEXID code	CITICODE	INCORPORATION code	GIIN	FATCA ID	LEI code
USD	LU2430040555	BNYF2S3	PRCFOIP LX	116279957	F00001DDK7	L76483 475	PRAAXN		07203	F2QF0Z.99999.SL.442	F2QF0Z	549300OLZORW0Y7EZB56
EUR	LU2430040472	BNYF2T4	PRCFIDA LX	116316005	F00001DDK8	L76483 483	PRAAXM		07203	F2QF0Z.99999.SL.442	F2QF0Z	549300OLZORW0Y7EZB56
GBP	LU2430040639	BNYF2V6	PRCFIDM LX	116316006	F00001DDK9	L76483 491	PRAAXL		07203	F2QF0Z.99999.SL.442	F2QF0Z	549300OLZORW0Y7EZB56
CHF	LU2430040712	BNYF2W7	PRCFIDD LX	116316007	F00001DDKA	L76483 509	PRAAXK		07203	F2QF0Z.99999.SL.442	F2QF0Z	549300OLZORW0Y7EZB56
ILS	LU2430040803	BNYF2X8	PRCFOIG LX	116316008	F00001DDKB	L76483 517	PRAAXJ		07203	F2QF0Z.99999.SL.442	F2QF0Z	549300OLZORW0Y7EZB56



# Institutional - Accumulation Share Classes (CLOSED TO NEW SUBSCRIPTIONS)

CURRENCY	ISIN code	SEDOL code	BLOOMBERG code	VALOR code	MORNING STAR code	CUSIP code	MEXID code	CITICODE	INCORPORATION code	GIIN	FATCA ID	LEI code
USD	LU1350417850	BZ4BY34	COMFOIB LX	30561374	F00000X15Z	L8176P 201	0AYXF	N6QR	07203	F2QF0Z.99999.SL.442	F2QF0Z	549300OLZORW0Y7EZB56
EUR	LU1350417777	BZ4BY23	COMFOIA LX	30561373	F00000X15Y	L8176P 300	0AYXB	N6QS	07203	F2QF0Z.99999.SL.442	F2QF0Z	549300OLZORW0Y7EZB56
GBP	LU1350417934	BZ4BY45	COMFOIC LX	30561375	F00000X160	L8176P 409	0AYXC	N6QT	07203	F2QF0Z.99999.SL.442	F2QF0Z	549300OLZORW0Y7EZB56
CHF	LU1350418072	BZ4BY56	COMFOID LX	30562680	F00000X161	L8176P 508	0AYXD	N6QU	07203	F2QF0Z.99999.SL.442	F2QF0Z	549300OLZORW0Y7EZB56
SEK	LU1350418239	BZ4BY67	COMFOIE LX	30562681	F00000X162	L8176P 607	0AYXE	N6QV	07203	F2QF0Z.99999.SL.442	F2QF0Z	549300OLZORW0Y7EZB56

# Institutional - Distribution Share Classes (CLOSED TO NEW SUBSCRIPTIONS)

CURRENCY	ISIN code	SEDOL code	BLOOMBERG code	VALOR code	MORNING STAR code	CUSIP code	MEXID code	CITICODE	INCORPORATION code	GIIN	FATCA ID	LEI code
USD	LU1974409705		PRCFIDS LX						07203	F2QF0Z.99999.SL.442	F2QF0Z	549300OLZORW0Y7EZB56
EUR	LU2050440606		PRCFOEI LX						07203	F2QF0Z.99999.SL.442	F2QF0Z	549300OLZORW0Y7EZB56
GBP	LU2152322041		PRCFOID LX						07203	F2QF0Z.99999.SL.442	F2QF0Z	549300OLZORW0Y7EZB56
CHF	LU2152322124		PRCFOIC LX						07203	F2QF0Z.99999.SL.442	F2QF0Z	549300OLZORW0Y7EZB56
SEK	LU2152322397		PRCFOIS LX						07203	F2QF0Z.99999.SL.442	F2QF0Z	549300OLZORW0Y7EZB56

# Commercial Finance Opportunities Legal Disclaimer & Risk Warning



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The investment objective of the Premium Alternative S.A. (SICAV-SIF) - Commercial Finance Opportunities Fund ("CFO") is to generate stable returns and achieve competitive investment performance while preserving capital by means of active management of private debt markets investments. The Sub Fund's aim is to achieve this objective by taking direct or indirect exposure to loan/debt investments in small and medium sized enterprises (SMEs) in the United States, the United Kingdom and Europe. Based on the Fund's investment objective, the AIFM has decided that sustainability risks are not relevant for the purpose of the assessment required under article 6(1) of the SFDR considering that the Fund's investment objectives do not pursue ESG goals.

Any comparisons between different funds have been made on a Net Asset Value (NAV) basis, whereas any comparisons with an index have been made on an offer-to-offer basis which the Prestige Fund directors believe is fair and not misleading. Comparative data has been obtained from reliable sources. Any comments, views and opinions expressed in any Investment Advisors Summary within this document reflect those of the underlying Investment Advisor/s and may not be the current views, comments and opinions of PCSL and/or its affiliates. All trademarks are recognised. The MSCI World Index is a registered trademark of Morgan Stanley Capital International. The S&P500 Index is a registered trademark of Standard & Poor's Group. Treasury / Bond Indices are made up of actual monthly bond yields and turned into a monthly index. The returns of the index are representative of what could be achieved if one held that bond during that time period. Neither PCSL, the Fund Manager nor the Fund's Administrator accept any liability from investors who rely upon any other information about any Prestige Fund/s. © 2022