# Zeltner&Co

## **Private Lending AMC**

#### **Presentation**

Product	Private Lending AMC
Name	Private Lending AMC
Format	Actively Managed Certificate (AMC)
Issuer	Asset Segregated SPV, Jersey
Paying Agent	ISP Securities AG
Asset Manager	Zeltner & Co. GmbH
Technology Provider/ Technical Lender	Switzerlend AG
Target Net Return	SARON* (min. 0%) plus 4.5% - 6.0% p.a.
Distributions	No payout. Interest payments are accumulated and reinvested.
Interest Rate Structure	SARON* + Risk Premium
Target Investor Group	For qualified investors only
ISIN	CH1108674792
Currency	CHF
Term	Open-End
Issue Price	100%
Nominal	CHF 1'000
Agio	Up to 2%
Management Fee	2%
Performance Fee	0%
Redemption Fee	0%
1 <sup>st</sup> Redemption	After 12 months
Liquidity	Quarterly
Notice Period	3 months

The Private Lending AMC investments to grant loans up to 3 years to wealthy private individuals or private investment companies (in case a personal guarantee is embedded) that have a net wealth of ideally more than CHF 15 million and are domiciled in Western Europe. When granting loans, the AMC relies on personal recourse and therefore on the size and quality of personal balance sheets rather than specifically pledged assets. A risk assessment is applied in which each position of the personal balance sheet of a borrower is assessed and verified. The loan size is capped at 30% of net assets. Loans can be prolongated but are typically re-financed by a bank on a long-term basis or repaid. The average deal size is expected to be between CHF 1 million and CHF 5 million at an interest rate of SARON (minimum 0%) plus 5% or more depending on the loan size compared to net assets. Furthermore, a deal structuring fee of approximately 0.75% - 1.5% paid by the borrower will also be part of the investors' return.

Wealthy private borrowers are willing to pay a premium to the AMC investors for reactivating less liquid assets, providing better time-to-market and tailor-made credit structuring. Thus, an investor can benefit from uncorrelated and attractive net returns which are linked to a diversified pool of risks. Zeltner & Co is recommending and investing in this product as a key fixed income substitute in CHF.

<sup>\*</sup> SARON = Swiss Average Rate Overnight

## Zeltner&Co

## Private Lending AMC

### **Lending Portfolio Management**

This AMC is managed by Zeltner & Co a FINMA licensed asset manager supervised by AOOS and audited by KPMG. The Advisory Board managing the AMC consists of the following internal and external experts:



Patrick Spichiger
CEO Zeltner & Co
Lending & credit risk expert with more than
10 years experience in the financial industry.



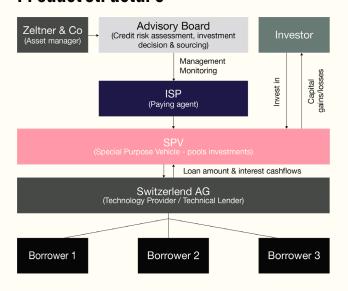
Kim Wirth
CIO Zeltner & Co
Cross asset specialist and passive member
of the Advisory Board



Independent Advisor
Over 30 years of international experience in credit structuring, credit risk and senior management of financial institutions.

Thomas Siegenthaler

#### **Product Structure**



#### **Why Invest?**

"The product provides unique access to private lending opportunities structured by a team of experts directly at the level of the borrower"

Earning high and variable yields with a well diversified loan portfolio linked to a low correlation to the stock market is what makes this product so attractive.

We believe this AMCs' offers a very attractive **risk return profile**. It grants loans to borrowers in Western Europe who have a net wealth of at least CHF 5 million which limits the risks. On the other hand earns a premium for being able to offer tailor made loans and great time-to-market.

A team of experts is structuring the loans, mitigating the risks and managing the portfolio while handing the structuring fee to the investor.

#### Loan Structures

With this AMCs risk appetite, a single loan would be structured according to the following characteristics:

- Minimum net wealth is CHF 5 million
- Loan amount on average is typically between CHF 1-5 million
- Loan amount is a maximum 30% of the borrowers net wealth
- Loan granted with personal recourse
- The borrower can use the loan amount without any restrictions
- Fixed loan durations up to 36 months
- Balance sheet monitoring
- Defined exit path

# Zeltner<sub>&</sub>Co

Private Lending AMC

#### Risks and Conflicts of Interest

The product carries various risks for the investor, specifically the following clusters: Credit default risk, cluster risk, counterparty risk, liquidity risk and financial risk.

Furthermore, there are conflicts of interest that we mitigate as follows:

#### We could be mandated by a borrower:

To mitigate this conflict, it is clearly stipulated that neither we nor our partner will receive any success fee if the loan is approved by the Private Lending AMC. This ensures that our decisions remain free from financial incentives and are made solely in the best interest of the investor.

#### Borrowers may promise investments:

To counteract this possibility, no written agreement regarding investments will be made a condition for loan approval. However, it is not precluded that an investment may occur after the repayment of the loan amount. In the event of an investment during the loan term, it must serve as collateral to ensure that our decisions remain independent and do not create undue incentives for potential investments.

## Zeltner&Co

Brandschenkestrasse 152c 8002 Zurich, Switzerland info@zeltnerco.com +41 44 280 00 07

### Disclaimer

The explanations and information in this publication have been compiled by Zeltner & Co. GmbH to the best of its knowledge exclusively for information and marketing purposes. This publication does not constitute a solicitation or an offer or recommendation to buy or sell any investment instruments or to engage in any other transactions. It also does not constitute advice on legal, tax or other issues. The information contained in this publication should not be construed as a personal recommendation and does not consider the investment objectives, the investment strategies or the financial situation or needs of any particular person. They are based on numerous assumptions. Different assumptions can lead to materially different results. All information and opinions contained in this publication come from sources deemed reliable and credible. Zeltner & Co. GmbH and its employees disclaim all liability for incorrect or incomplete information as well as losses or lost profits that may arise from the use of information and the consideration of opinions.

A past performance or positive return on an investment is not a guarantee of future results and a positive return in the future. Similarly, exchange rate fluctuations can have a negative impact on the development, value or return of financial instruments. All information and opinions as well as stated forecasts, estimates and market prices are only current at the time of writing this publication and are subject to change at any time without prior notice.

Any duplication or reproduction of this publication, even in extracts, is not permitted without the prior written consent of Zeltner & Co. GmbH. Unless otherwise agreed in writing, any distribution and transmission of this publication material to third parties is prohibited. Zeltner & Co. GmbH assumes no liability for claims or actions of third parties resulting from the use or distribution of this publication. The distribution of this publication may only take place within the framework of the applicable legislation. It does not apply to persons abroad who do not allow access to such publications by the legal system of their country of domicile.