Mera

Real estate funding solutions from a trusted team

Overview

MERA is a privately owned real estate finance and investment business providing structured debt and equity solutions to experienced property developers and investors across the UK. The business focuses on high-quality lending opportunities and long-term relationships rather than transaction volume, allowing the team to take a selective and disciplined approach to deploying capital.

By working with established sponsors and well-understood assets, MERA is able to provide certainty of execution and flexible funding solutions in situations where traditional lenders often cannot operate.

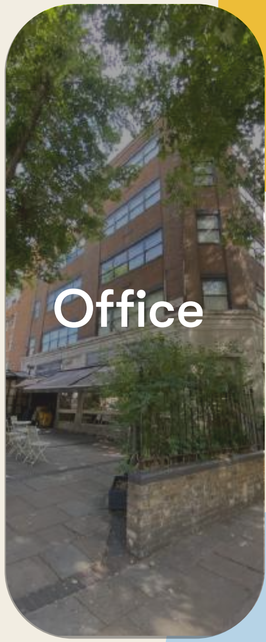
Our senior leadership team—Edward Matthews, Antony Iannaccone and Rajinder Bath—have decades of experience working in real estate lending, investing and structuring over £1 billion in capital across complex transactions through multiple market cycles. Supported by a close-knit team, including industry veteran and non-exec chairman Frank Pennal, MERA combines institutional credit discipline with an entrepreneurial and relationship-driven approach to lending. This blend of experience and flexibility allows the business to understand complex situations quickly, structure appropriate funding and work closely with borrowers to deliver successful outcomes.

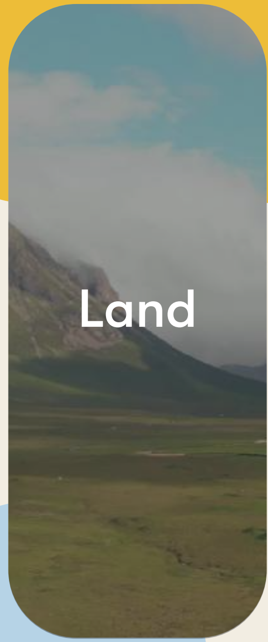
Our strategy is built around providing capital across the full lifecycle of a real estate project: short term, structured finance, preferred equity and equity investment. This lifecycle lending approach enables the company to support clients from acquisition through development, stabilisation and longer-term investment, often providing multiple forms of capital within a single relationship.

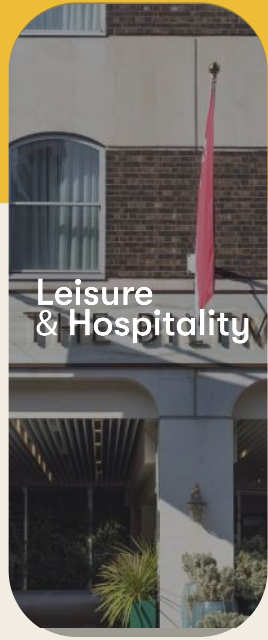
By investing across the capital stack and maintaining a long-term, partnership-led approach, MERA aims to be a consistent funding partner to its clients throughout changing market cycles and across multiple projects.

Lending parameters

	Residential	Commercial	Operational
Loan Amount	£500k - £50m	£500k - £50m	£500k - £50m
Asset Type	Single or multi units HMOs & rental portfolios	Office, Mixed Use, Hotels, Industrial	Self-storage, car parks and truck stops, pubs & inns, fitness and leisure
Loan Uses	Acquisition, refinance, refurb, dev finish exit	Acquisition, refinance, stabilisation, light refurb	Acquisition, refinance, stabilisation, light refurb
Property Tenure	Freehold or leaseholds	Freehold or leaseholds	Freehold or leaseholds
Max LTV	Up to 75%	Up to 70%	Up to 65%
Max LTC	Up to 95%	Up to 95%	Up to 95%
Loan Term	1-36 months	3-36 months	3-36 months
Locations	Nationwide	Nationwide	Nationwide
Interest	From 0.72%	From 0.72%	From 0.75%
Treatment of Interest	Fully retained, part retained or serviced monthly	Fully retained, part retained or serviced monthly	Fully retained, part retained or serviced monthly
Arrangement & Exit Fees	Fee - From 1% of loan facility Exit fees applicable after 12 months	Fee - From 1% of loan facility Exit fees applicable after 12 months	Fee - From 1% of loan facility Exit fees applicable after 12 months
Guarantees	Required for loans over 50% LTV	Required for loans over 50% LTV	Required for loans over 50% LTV

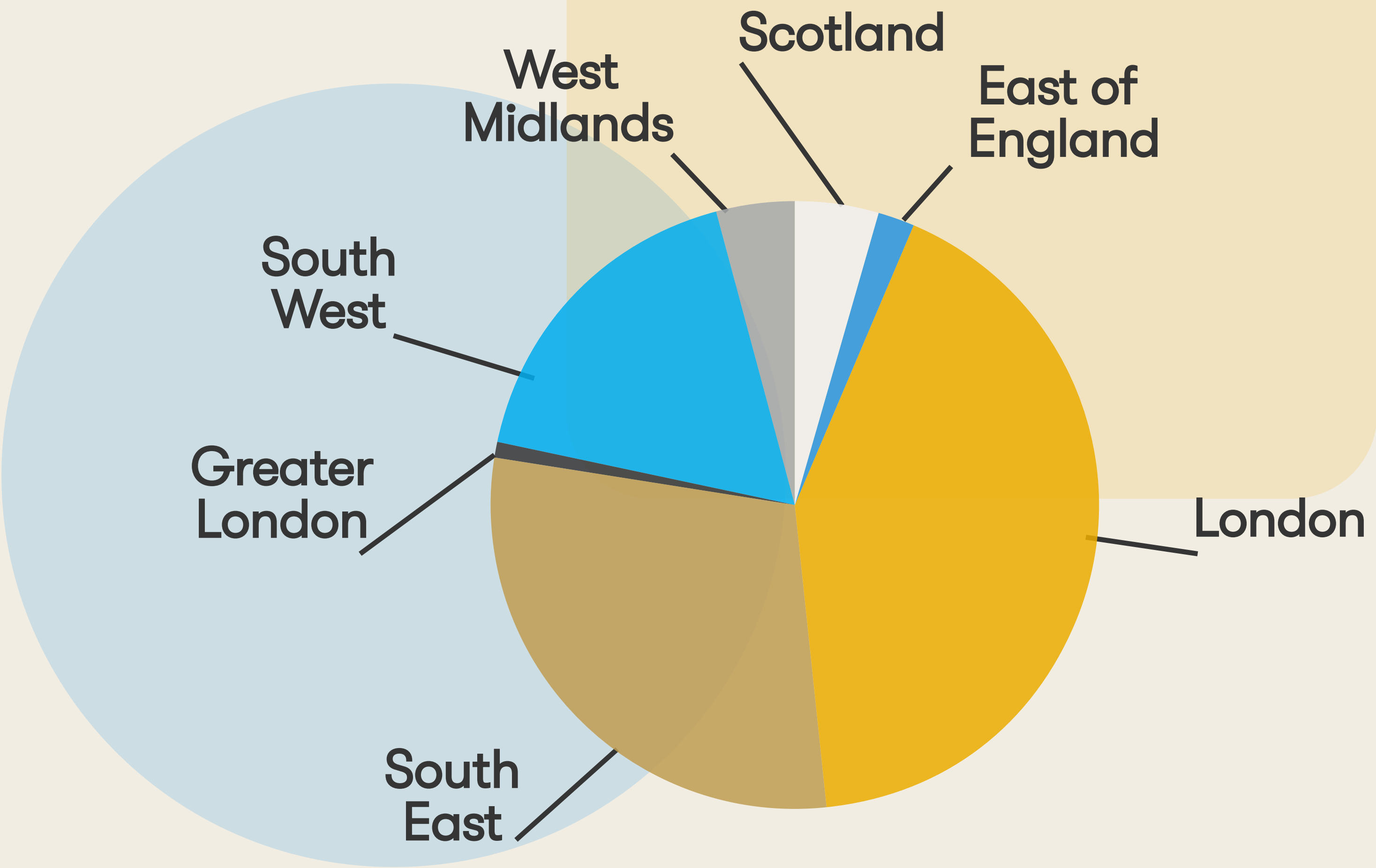






We fund a variety of real estate assets, supporting investors and developers throughout multiple stages of their property investment plans. Our lending covers residential, commercial and operational asset types, each of which we can demonstrate deep understanding of and are fully confident in funding.

We lend across the mainland UK, and work with borrowers located throughout the country and those investing in property from abroad. We have funded real estate everywhere from prime residential in London to tourism land in the Scottish Isles, country manor homes in the Midlands to urban industrial storage in the South East.



Case examples

Home Counties
£12,000,000
Stabilisation
Pubs & inns

London
£3,500,000
Refurbishment
Residential

Hertfordshire
£2,300,000
Acquisition
Residential

London
£3,000,000
Acquisition
Offices & retail

Scotland
£5,000,000
Acquisition
Leisure & tourism

Kent
£7,500,000
Refinance
Land

Greater London
£2,000,000
Refinance
Open storage

Reading
£5,000,000
Acquisition
Offices

Team

Edward has been an active UK real estate lender since 2007, deploying £450m of capital across more than 60 loans at HBOS, BLME and Topland. As CEO of MERA, a board director and voting member of our credit committee, he leads our core lending strategy and builds the talented teams driving MERA's growth.

Antony brings more than 25 years' experience across the board in property finance, including senior leadership as Director of Structured Finance at Topland, where he oversaw more than £700m of GDV in joint ventures and deployed £400m+ into senior and mezzanine positions. At MERA, he shapes our investment strategy and JV proposition, building resilient platforms for the long term.

Leo spent eight years at Commercial Acceptances, part of Close Brothers Group, progressing to Senior Lending Manager and originating in excess of £250m of lending with full cradle-to-grave responsibility for a senior and development loan book. With earlier experience in Structured Finance within Treasury, he brings a detailed command of origination, underwriting and closing of senior loans to MERA.

Alasdair is a property lender with over 20 years' experience in senior management, origination and credit roles. At MERA, he manages our credit risk and is one of four voting members of our credit committee, safeguarding the quality of every lending decision we make.

James joined MERA from a real estate credit investment firm focused on development finance, where he underwrote tailored facilities for UK residential developers and managed portfolios for private UHNW clients. At MERA, he originates and executes structured finance opportunities across multiple sectors, delivering tailored solutions for every developer we support.

Prabhat Talwar
Associate
prabhat@meraim.co.uk

Prabh began his career in 2018 at Aspen Bridging before joining Pluto Finance in 2022 to lead credit underwriting and deal execution. He is a CFA Level 1 candidate and holds a Level 3 CISI certificate in Investment and Securities. At MERA, he sources new opportunities and, first and foremost, manages our loan portfolio with care and precision.

Rajinder Bath
Director of Portfolio Management
rajinder@meraim.co.uk

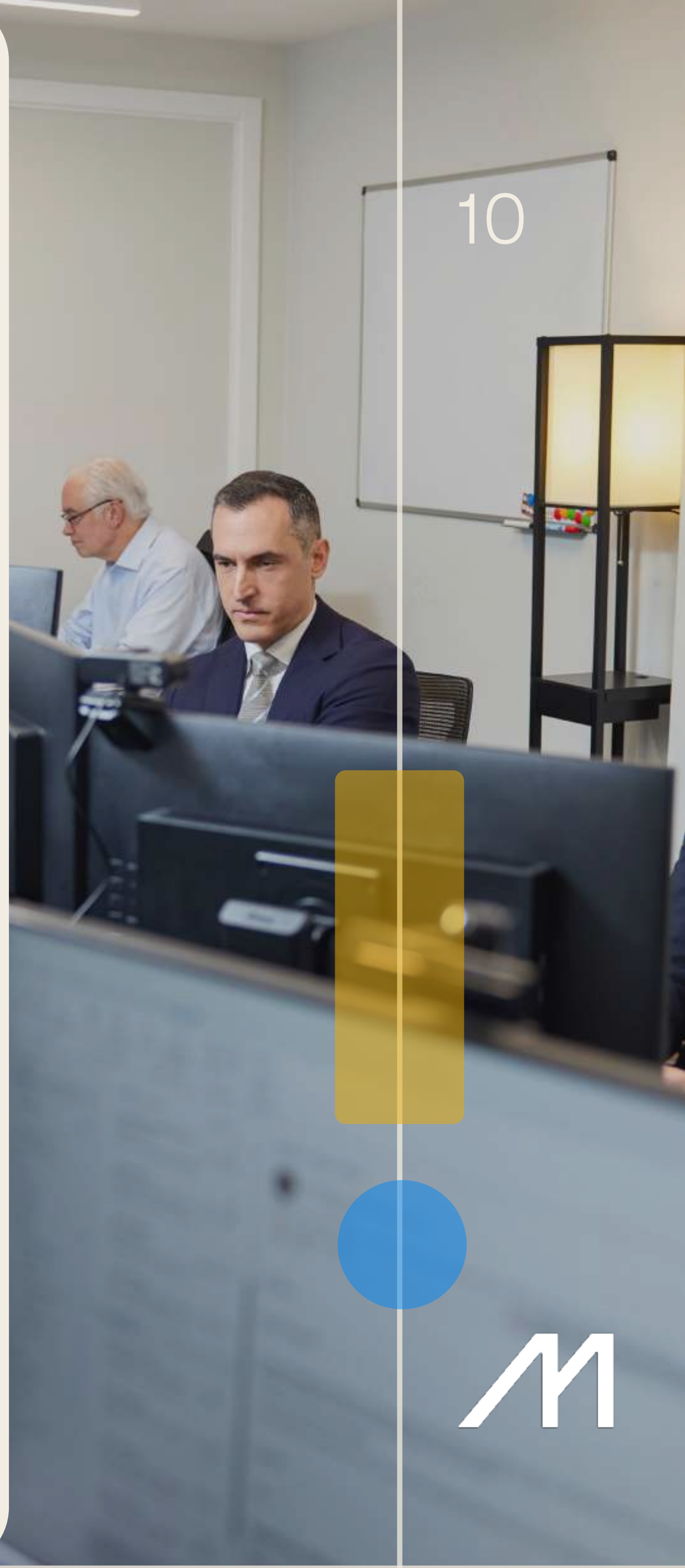
Raj qualified as a Chartered Accountant during his training at Dixon Wilson before joining Topland Group, where he helped build and scale its lending platform across more than a decade in real estate finance and portfolio management. At MERA, he brings the discipline to scale our platform and deliver robust, reliable reporting.

Frank Pennal
Non-Executive Chairman
frank@meraim.co.uk

Frank spent 19 years as CEO of Close Brothers Property Finance, where he was instrumental in scaling the firm's loan book from £150 million to £1.7 billion. He was a finalist for Property Lender of the Year at the 2021 PROPS Awards, having previously won the award on behalf of Close Brothers Property Finance. At MERA, he gives valuable guidance on operations and drives our focus on outstanding client service.

Neil Smillie
Non-Executive Director
neil@meraim.co.uk

Neil brings strategic and financial expertise to the board of Directors. He has held chief executive, financial director and non-executive director roles in commercial and residential property development, commercial property investment, financial services and motor retailing.



Contact

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