

DIFFERENTIATING STRENGTHS

Positioned for the New Cycle

Co-Founders are Seasoned Global Investors

- John Hitchcox and Lloyd Lee have collectively been involved as principals in numerous European real estate investments over an average 20 years
- Our 20-year track record reflects strong realized returns on invested equity through high value creation investments, not financial engineering or rapid market appreciation
- Participation in European opportunistic public and private corporate opportunities; further experience across LatAm, Asia, India provide true global macro perspective
- Mr. Hitchcox has over 30 years experience building global real estate development businesses including Yoo, a global real estate design & development firm partnered with Philippe Starck, Kelly Hoppen, Jade Jagger and Marcel Wanders
- Mr. Lee has over 16 years experience in real estate and principal investing at blue-chip, global real estate private equity firms including Starwood Capital Europe and Marathon Asset Management

Fully Operational Infrastructure with Unique Balance of Skills

- Senior team of 6 professionals with 17-years average experience and Unique Balance of real estate skills
- World-class design/development and branding in real estate
- Top-tier private equity capability for complex structuring, special situations and intensive asset management
- Institutional backgrounds in legal, tax, reporting and portfolio management

Significant Co-Invest Capital

- Ingenuity have significant capital for co-investment in every transaction
- Co-Founders are personally invested in every deal alongside our JV partners and investors
- Long-term relationships with larger private and institutional real estate capital investors

Network of 'Best-in-Class' JV Relationships

- Deep relationships across UK with major operators across multiple asset classes
- Critical alignment through co-investment and balanced incentive structure
- Ingenuity's value-add: complex re-structuring, deep understanding of debt, relationships with banks, institutions and developers at decision-making levels

Unique Origination and Off-Market Deal Flow

- Decision maker-level relationships with banks, institutional owners and developers of real estate
- Track record of Off-market deal flow (See Case Studies)

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Written by Administrator

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- Equity re-caps with borrowers, receivers, loan work-outs and non-core disposals

UK Firm with Focused Strategy

- Efficient, UK-based operations results in expedient response and decision making
- Primary focus on UK Office and Residential Turnaround and 'special situations'; ability to transact across Europe and in leisure assets on a case by case basis

Institutional Quality Reporting and Portfolio Management

- Our professionals come from world class firms with institutional quality standards
- Rigorous monitoring of asset and market fundamentals to optimize portfolio diversification, balance and performance