



LEVERAGED & EQUITY

LESSOR PARTNERS

Independent Leasing, As a Service & Subscription Solutions Advisors

Every leasing, capital stack objective or problem has a solution.
All you need is the right approach and imagination to solve it.



LEVERAGED & EQUITY — GLOBAL CAPITAL S.A. —



Leveraged &
Equity
Investment
Partners -
Christopher
Bardouleau

The Most Influential
CEO 2021 – United
Kingdom



Leveraged &
Equity Global
Capital S.A.
Winner

Best Capital Stack
Financing Solutions
Provider 2021 –
South-East Europe




Credit Risk
Mitigation¹
Winner

Capital Stack
Solutions Provider
of the Year 2021/22
- Global




Leveraged &
Equity Global
Capital S.A.
Winner

Most Innovative
Capital Stack
Financing Provider
2022 - Europe




Credit Risk
Mitigation¹
Winner

Capital Stack
Financing Solutions
Provider of the Year
2022/23 - Global



Leveraged &
Equity
Investment
Partners
Winner

Best Global Project
& Corporate
Financial
Structuring Experts
2024



Leveraged &
Equity
Investment
Partners
Winner

Corporate Finance
Strategists of the
Year 2024/25 -
Global

¹ Leverage & Equity Risk Mitigation Limited dba Credit Risk Mitigation

There are numerous quotes about finance, investment and banking, here are four close to our philosophy.



Rule No.1: Never lose money. Rule No.2: Never forget rule No.1.

**Warren Buffet –
Berkshire Hathaway**



Don't lose money!!! Objectively assess the risks of every opportunity.

**Steve Schwarzman –
Blackstone Group**



The easiest way of making money is to stop losing it.

Robert Heller



Nobody ever lost money taking a profit.

Bernard Baruch



L&ELP will work to make sure these four quotes apply to you and your opportunity.

**Chris Bardouleau –
Leveraged & Equity
Investment Partners**

These are the primary reasons why banks or lenders reject complex leasing applications.



Insufficient, or inconsistent, proven leased asset cashflow.

L&ELP work with L&EGC and A rated counterparties to insure cashflow



Not leasing compliant collateral. Your application can be denied by collateral acceptability or quality.

In addition to your collateral, L&ELP can provide cash, cash equivalent or investment grade collateral.



Asset Concerns. An asset with a high variance rate, or future value concerns? Even having a solid business may fail.

L&ELP can surety future value issues.



Lack of proven repayment history.

L&ELP can surety cashflow and provide direct routes for bank payments.



L&ELP will structure your opportunity to ensure these risks are removed.

Insured EBITDA, additional cash, cash equivalent or "A" rated collateral provision, de-risked business processes.



Independent, expert,
leasing and off-balance
sheet advisors



Risk mitigation and
transfer to minimum A
rated counterparties



Balance Sheet, Leasing
& Debt Optimisation



Higher investment
through enhanced
value



Tailor – Made
Investment Grade Solutions



Lower weighted
average cost of capital

A summary of Leveraged & Lessor Partners



Leveraged & Equity Lessor Partners

Leveraged & Equity Lessor Partners (L&ELP) is a distinguished independent leasing and off-balance sheet financing advisor based in the UK. Established as a separate entity from Leveraged & Equity Global Capital S.A. (L&EGC) in 2022, L&ELP has been operational since 2005, providing expert advisory services to companies, projects, and emerging market economies.

L&ELP specialises in crafting innovative leasing solutions and balance sheet strategies, leveraging its proprietary intellectual property and trade secrets. The firm integrates creative risk-mitigated financial architecture and managerial expertise into clients' strategic business visions, delivering tangible value. By offering flexible leasing options and optimising balance sheets, L&ELP aims to lower the weighted average cost of capital (WACC) for its clients. In addition to its advisory role, L&ELP continues to serve as a lease and balance sheet structuring advisor to L&EGC, ensuring a seamless integration of services and expertise across both entities. With a commitment to modern digital skills and information analysis, L&ELP is well-equipped to navigate the complexities of today's financial landscape, providing tailored solutions that drive growth and sustainability for its clients.



Leveraged & Equity Global Capital

L&EGC offers competitive institutional rates and terms funding and investment, making it an attractive partner for businesses seeking capital to fuel growth, manage liquidity, or undertake strategic initiatives. With a multi-award winning track record, the firm has established itself as a trusted provider in the global financial landscape.



Expertise

The award-winning design of leasing and balance sheets, along with innovative funding strategies, empowers borrowers and sponsors to navigate the complexities of leasing effectively. By leveraging these structures, they can achieve lower costs of capital, optimise their financial positions, and ultimately drive growth and success in their ventures.

The L&ELP ethos and values.

Our Ethos

I was asked recently how I thought the financial sector had changed during my career, not from a product perspective, from a business perspective.

I replied that I was fortunate to commence my financial career in the era, albeit in the last days, of a “Gentleman’s word being his bond”; and had also conversely seen the opposite in the excesses of the late 1980s and 90s.

In my view, the correct ethos is a consistent factor in the best, most consistently successful, financial companies. Lender and investment businesses that acted, and continue to act, in the same client focused, professional manner even when nobody is listening to or watching them.

I try to ensure L&EGC & LELP operates this ethos, with the client interests at the heart of our structuring, risk mitigation, investment and lending. The client’s best interest is logically our best interest.

Our Values

The Directors consider several core values to be essential in their operations.

Independence: Maintaining autonomy and unbiased judgment in decision-making.

Transparency: Ensuring clear and open communication with clients, partners, and stakeholders.

Service excellence: Committing to the highest standards of service delivery to clients and partners.

Market leading expertise: Leveraging top-tier knowledge and skills to stay ahead in the industry.


Honesty, integrity, and fairness: Upholding ethical standards in all interactions and transactions.


These principles guide the organisation's actions and contribute to building trust and long-term relationships.


Principal Focus & Client Profile:


L&ELP advisory's principal focus is qualifying Environmental, Social and Corporate Governance (ESG) or Sustainable Development Goal (SDG) projects or compliant companies, the primary interest covers the following sectors.

 **Infrastructure & project.** Our advisory services cover mass transit, bridges, water, hazardous waste removal, telecommunications and waste management.

 **Renewables/Recycling.** We are committed to actively structuring, risk mitigating and advising the renewable sector including solar, biomass, wind, geothermal, hydro energy and new generation recycling.


 **Technology based or high requirement.** Leasing optimisation, structuring and risk transfer for technology deployment including hardware, software, AAS, cloud and services. We are also dedicated to the principles and goals of the World Wide Web Foundation.

 **Real Estate.** All sectors excluding speculative residential. Primarily hospitality/leisure, office/industrial and mixed-use business/residential.

 **Emerging Markets & Economies.** Aiming to assist the UN Developing Countries Post Covid 19 financing goals.

 **Balance Sheet Refinancing, Restructuring & On Balance Sheet Debt Reduction.**

Our clients would typically, but not exclusively, cover the following:

-  Mid market and non-investment grade companies.
-  Sponsors, equity investors or engineering contractors of project or infrastructure developments.
-  Emerging market and economy Governments or sovereign advisors.
-  PE funds, Real estate developers, REITs, RE funds and investors.
-  Technology companies, vendors and larger end-user clients.
-  Start-ups in the commercial space in a range of sectors, excluding retail.

Institutional Standard Leasing Stack Architecture.



Any lease-based lending decision predicates that the asset in question will generate revenue over and above costs to the project owners, their lessor and investors; and the residual revenue is sufficient to repay other debt and generate acceptable profit levels.



Therefore, the key design element throughout the life of the “asset” or “synthetic asset” is both the loss of revenue, and the guarantee of operations to produce said revenue.



Essentially, L&ELP designs certainty of asset Earnings Before Interest, Tax, Depreciation & Amortisation (EBITDA) allied to project and business risk conversion to credit risk.



L&ELP design tailor-made risk mitigation and transferred leased assets for either the client’s potential funders and investors, or L&EGC as the senior lender.

◆ The L&ELP architecture is tailor made for each project, creating a Virtual or Synthetic asset or operations, consisting of minimum A rated counterparties to step in if anything adversely affects the asset or operations.

◆ In principle the foundations of the asset requiring, company, their investors and lenders are from the same roots.



L&ELP design leased asset balance sheets, leasing methodology and leased capital stacks that transfer the risks of these foundations to investment grade counterparties, with a minimum investment grade public credit rating.

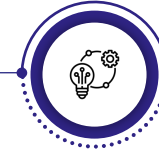
L&ELP Investment Grade & Basel III lease structuring and risk mitigation.



Following the financial crisis of 2007/8, project and commercial risk factors have been exponentially increased under post-crisis regulation; and are believed one of the major factors behind the cost of borrowing globally outside Sovereign or investment grade requirements.



This project and commercial risk, combined with regulatory compliance requirements, can result in financing sources such as banks, asset managers, pension schemes, private investment and sovereign wealth funds rejecting, or increasing the required return on, valid investment proposals.



L&ELP uses proprietary techniques in lease and balance sheet design, risk mitigation, transfer, lease stack architecture and structuring to provide both the company or sponsor and the lessors with risk mitigation and transfer to counterparties, of minimum investment grade rating from Moody's, Fitch or S&P.



Removing, or mitigating, through investment grade partners the perceived, actual and regulatory risks of the asset real or synthetic.



Protecting both the business owners or project sponsors, investors and lessors, by providing asset EBITDA certainty by utilising tailor-made Basel III compliant, investment grade leasing based solutions.



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I hope you found this presentation of interest, and potentially beneficial to you, your plans and project.

We would be delighted to discuss your requirements and to ascertain if we can add leasing and off-balance sheet enhanced capital stacks, both real and synthetic, value to your projects.

If you consider it to be worthwhile holding a free initial discussion, please send an email to Leveraged & Equity Lessor Partners using the following link.

admin@landeipleasing.com

We look forward to hearing from you.

Chris Bardouleau – CEO – December 2024



Christopher Bardouleau

CIO Profile.

Winner CEO Monthly:

Most Influential CEO UK 2021 – L&EIP

- ◆ Chief Executive Officer - Leveraged & Equity Global Capital (UK) Limited, Leveraged & Equity Risk Mitigation Limited and Chief Investment Officer - Leveraged & Equity Global Capital S.A.
- ◆ Chris is based in the South-West of England and Northern Morocco being responsible for structuring and de-risking financing and fund investment proposals. He has more than thirty-five years' experience in structured insurance and finance including positions at Barclays, Citibank and in the Channel Islands and has developed proprietary financing solutions across projects, infrastructure, corporate pensions, rescues and real estate. Chris is lead underwriter for L&EGC.
- ◆ Representative clients have included Cisco, the John Lewis Partnership, Marks & Spencer, Nationwide Building Society, PwC, Serco, Siemens and Texaco.
- ◆ A de-risking of the logistics funding and cost risk structure for one of the leading publicly quoted UK retailers, reducing operational costs and risks across their complete transport infrastructure.
- ◆ Advised and structured off balance sheet funding for the ICT, software inclusive, costs of two publicly quoted outsourcing companies enabling them to smooth costs of ICT across projects, resulting in a greater number of tender wins.
- ◆ Created the first “per user” software licensing structure, and requisite funding for the innovator, and now market leading cloud computing company Citrix.
- ◆ Chris was probably the first financier to identify and address the issue of pension scheme deficits affecting large employers internationally. The core solution provides the immediate capital injection for the sponsor to eliminate the deficit, go to full buy-in, or any points in between, off balance sheet. Whilst ensuring pension scheme independence.
- ◆ Originator and designer of the new Real Estate funding programme that offers developments with low equity, or presales, funding combined with future value guarantees; covering eight categories of real estate, including residential.
- ◆ Designed the L&EGC Risk Collateralised Funding Programme and structured the Principal Protected Waterfall Fund.

Leveraged & Equity Lessor Partners

Historically, Logistically & Legally

- ◆ L&ELP*, L&ERM and L&EGC's main operational base has been the United Kingdom (UK) since its founding roots in 2001.
- ◆ In early 2021 we opened our first European Union office to ensure practical access to, and legal compliance with the EU, post Brexit. Albeit knowing it would likely be amended post final legal exit terms. It was based in Athens, Greece near the Ellinikon project.
- ◆ In the third quarter of 2022 we opened an office in the USA. We conducted an extensive search, and settled on Spokane, Washington. Washington state is a thriving marketplace for ideas, inclusive innovation, and invention. Spokane itself is considered one of the most welcoming of U.S. cities.
- ◆ Concluding a busy start logistically to the early 2020s our Spanish office opened in the last quarter of 2022, in Barcelona, where the companies had existing business interests. It replaced the Athens office.
- ◆ Additional agent offices are located in Australia, Canada, Dubai, South Africa, Taiwan, the United Kingdom and USA.
- ◆ At the start of 2024 we commenced a review of operations post formal Brexit agreements between the UK and the EU, plus elections in the EU's three major economies.
- ◆ The extensive review ended in September 2024. It concluded that, whilst we remain committed to the EU, the businesses and our clients would be best served via a European Economic Activity (EEA) base. That EEA base was identified as Switzerland.
- ◆ We researched the benefits of Zurich and Geneva locales, eventually settling on Nyon, situated on Lake Geneva near the Jura mountains, it offers the charm and culture of Geneva, but in a quieter, more laid-back setting, whilst only 30 minutes from Geneva city itself.
- ◆ Commencing 2025 Nyon becomes our joint operational base along with our original office located in the iconic London garden square that is Berkeley Square, Mayfair.
- ◆ Additionally, 2025 we see us our commitment to Morocco and North Africa. Our office will aim to benefit from and assist King Mohammed VI and the Moroccan government in their clear commitment to sustainable economic growth and the environment. Not solely in Morocco, but also in the complete MENA region.
- ◆ L&EGC, L&ELP* and LERM bases in the UK and Switzerland give a perfect synergy, whilst retaining EU market access.
- ◆ London and Geneva's financial and professional services sectors are unparalleled, ranging from banking to insurance; asset management to green finance; professional services to fintech.
- ◆ The knowledge, experience and talent across each of the sector verticals in London and Geneva is world class, making them uniquely positioned to assist and enhance our operations, as both financiers and professional advisors, globally.
- ◆ Leveraged & Equity Global Capital S.A., our financing and investment operation, is registered in the British Virgin Islands (BVI), whilst operating from our offices in London, Nyon and Washington. The BVI is a British Overseas Territory and so the law of the country is based on the British legal system and English common law. One of the two pillars of the economy is offshore financial services.
- ◆ This historical and legal background continues to give the BVI several clear advantages for the international business community, including enduring political and economic stability, a business-friendly operating environment and a well-developed infrastructure.

*Leveraged & Equity Lessor Partners is a trading name of Leveraged & Equity Global Capital (UK) Limited.

Contact & Corporate Information



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All communications relating to this material and the Opportunity should be directed to individuals designated by the Sponsors on the contact information slide.