

## New Opportunities in this Market

Hi John,

I'm sending you this email because you are on my monthly newsletter list, and have previously indicated interest in receiving information as to how you might become involved in sound projects that become available – especially in this market.

You'll recall in my last GLOBAL UPDATE I talked about the excellent ventures that are having difficulty proceeding because of the current extreme credit consciousness of banks and financiers, and the shortage of traditional second tier finance.

This provides the opportunity\* for you to provide capital, collateral security, cash flow guarantees, underwrites, and so on, for a wide variety of sound projects.

Here are some examples. Requirements range from \$150,000 to \$15 million.

- Large areas of rural land leased from farmers for cropping to provide feed production for the dairy industry. Profitable import substitution business now. Sales contracts in place. Very experienced owner and management. Funds needed to expand the business.
- Tenanted commercial property with spare land available to sub-divide and sell off or develop. Capital required in return for a share in the income and the on-sale profit without any obligation to service the debt or provide personal guarantee.
- Land amalgamation venture where a group of tenanted adjacent houses are combined to increase the value of the underlying land. Contracts in place with delayed settlement, combined with existing rental income from the houses, minimise holding costs. Funds required to obtain consent for 25 town houses. On sell or develop land once consent received.
- Additional capital required to purchase inland South Island salmon farming business. These farming rights would now be unobtainable and can never be replicated in New Zealand.
- Existing profitable mobile phone marketing business seeking funds to expand in New Zealand. Funds also required to expand the Australian operation, and set up an international franchise model in partnership with telecommunication companies in those countries.
- Recently launched community based web site with cleverly conceived targeted marketing campaign to increase existing paying customer base. In process of merger with other businesses. Looking for funds to expand merged operation.
- Owner of large industrial subdivision, with substantial pre-sales and work well under way, would consider joint venture partner in both this project and in the future commercial development of adjacent land that has been secured at rural prices.
- Large consented residential housing development in expanding regional centre. Highly profitable subdivision with on-sale or development that can be undertaken in stages. Owner looking for joint venture partner or secured interest bearing mezzanine debt with profit share.
- A magnificent 2,000 + ha rural property adjacent to Central Otago township, with views over lake, owned by a well known and substantial development company. Resource consent in place to subdivide. An outstanding investment opportunity to purchase the property at less than half its valuation with a buyback agreement in place for an amount that reflects an above market return for the buyback period to the investor. Any risk of non performance of the buy back agreement is

mitigated by the extremely low entry price achieved by the investor.

- Several other consented commercial developments with first tier finance in place which are looking to replace traditional mezzanine finance with secured second tier funding that not only bears interest but also shares in the development profit (or similar sweeteners).
- Underwrite opportunities for both property and business. Up front fees with discounted purchase price if called upon

For further details please reply to this email or phone me. Or if you like you can [Send to Friend](#)

Cheers

JP



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