



GRACAP

www.gracap.com

global real asset capital llc



INTRODUCTION

GRACAP focuses on U.S. properties and related assets

Global Real Asset Capital (GRACAP) is an integrated acquisition and investment company based in the Washington, D.C. area. GRACAP focuses on property-related opportunities up to \$50 million.

GRACAP focuses on U.S. real estate properties and loans secured by real estate assets.

We seek opportunities between \$10 million and \$50 million that can deliver superior financial returns.

We approach transactions from a result-oriented perspective, creatively approaching distressed and complex opportunities.

GRACAP principals have senior experience in real-estate related investment, acquisition, asset management, debt workout and government positions. This includes key roles at the FDIC, RTC and private investment companies during the response to the Savings & Loan real estate crisis. Successful strategies and lessons learned in the last real estate downturn translate today to focused value creation.

We focus on opportunities where value can be enhanced through improvements in equity, debt or management strategies. GRACAP has relationships with key financial institutions, brokerage firms, and owners. We can move expeditiously from due diligence to closing.

We have a wide mandate from our equity partners to approach property and asset investments. We will consider investments in attractive opportunities that include:

- ❖ A major metropolitan area location, with preference to Washington DC, New York, Florida and California
- ❖ Commercial and residential properties
- ❖ Portfolios of properties, homogenous or diversified
- ❖ REO, and loans secured by REO
- ❖ Development projects and land purchases



ACQUISITIONS

We seek opportunities from \$10 million to \$50 million

GRACAP focuses on real estate and related opportunities within the contiguous United States. Opportunities in the Washington, DC area, New York, California and Florida are preferred.

We seek motivated sellers and bring the oversight to maximize income and value. We approach transactions from a result-oriented perspective, looking creatively at distressed and complex opportunities to maximize investment returns.

Our equity partnerships with major global private equity firms allow aggressive action in distress and workout situations, as well as the acquisition of stable, income-producing commercial and residential real estate properties. As a white knight in complex deals, we can offer stakeholders a long-term carried interest. We have a proven record of property acquisition and strategy implementation to reduce risk and exposure in challenging situations.

TARGET OPPORTUNITIES



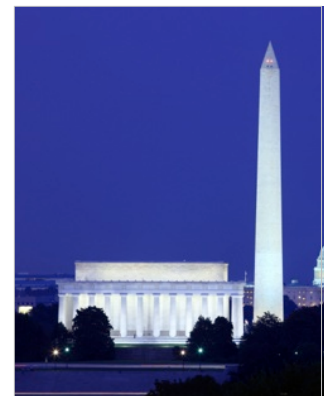
**Residential multifamily
Real estate owned
Land development**



**Commercial
Industrial & flex
Loans & portfolios**



**Medical use
Mixed use
Failed conversions**



**Government use
Environmentally
challenged land**



WORKOUTS

GRACAP combines experience and capital

Our team can offer significant value creation and an exit strategy for both lenders and borrowers, addressing transactional risk through unique equity partnerships and experience.

for lenders

GRACAP and its partners offer an attractive combination of take-out capital and extensive workout, bankruptcy and mediation experience.

By partnering with existing property developers and owners, we can offer financial institutions and borrowers an alternative to costly deed-in-lieu arrangements, foreclosures, litigation and carrying REO.

for borrowers

As a white knight in complex deals, GRACAP can offer partnership structures, loan acquisition and guarantees that allow retained ownership interest on an ongoing basis. We have assisted borrowers in identifying negotiation avenues, developing appropriate valuation approaches, formulating negotiating strategies, conducting negotiations, and closing restructuring packages.

experience

Specific experience by GRACAP principals includes:

- ❖ Restructuring over \$200 million of property debt involving office, multi-family and hospitality assets.
- ❖ Restructuring over \$100 million of asset-backed debt securities including securitized transactions.
- ❖ Completion of nine debt restructuring transactions with government agencies including FDIC through creditor refinancing, principal reduction and discounted cash pay-off.



INVESTMENT TEAM

GRACAP principals have proven expertise

Global Real Asset Capital (GRACAP) is led by Michael Lyon and Joshua Marks, experienced executives with experience in real estate, asset management, workouts and government.

Michael Lyon | Managing Director mlyon@gracap.com

Michael Lyon brings over thirty years of investment and operating experience. He focuses on opportunity identification, market assessment, negotiation and value recovery at GRACAP. Mr. Lyon has a diverse background in international law, real estate and government service (including key roles at FDIC and RTC) and has managed the acquisition of individual properties and bulk portfolios.

He has managed the acquisition of over \$80 million in residential land assets and non-performing loans, \$90 million in assets and over \$200 million of debt restructuring in residential and commercial assets. Key clients have included Freeman Associates, GE Capital, Daiwa Securities, J. E. Robert Companies, Infinity Group and The Inland Group.

Mr. Lyon was trained as a lawyer and practiced banking, international and corporate law at Covington & Burling in Washington, D.C. He has also served as General Counsel for J. E. Robert Company, a major real estate asset management and workout group.

He served as Special Assistant to the Chairman of the Federal Deposit Insurance Corporation (FDIC) and as Assistant Director for Resolutions for the Resolution Trust Corporation (RTC) during the recovery from the Savings & Loan crisis. After leaving the RTC, he advised and assisted clients in acquiring over \$200 million in assets from the government agencies, enabling highly profitable returns.

He holds a J.D. from Harvard Law School, where he graduated cum laude (1984), and a B.A. from Brandeis University, where he graduated summa cum laude in History (1981) and was elected Phi Beta Kappa. He has also studied at the London School of Economics. Mr. Lyon was appointed to the Finance and Banking Policy Working Group for President Obama's 2008 campaign.

Joshua Marks | Managing Director jmarks@gracap.com

Mr. Marks brings a diverse background in finance, investment, management and restructuring. He focuses on risk analysis, income optimization, modeling, structuring, bankruptcy and workouts. He has raised over \$300 million in debt and equity transactions, has restructured over \$100 million in debt obligations in both private and public entities, and has managed over \$125 million in new asset leases. As a corporate officer he has led successful investment exits, conducted an Initial Public Offering and managed restructuring inside and outside of bankruptcy court.

Between 2003 and 2008, he served as an executive of MAXjet Airways, an international airline. He was Executive Vice President (2007-2008) and managed the company's Chapter 11 restructuring. He also was Chief Financial Officer (2006-2007) managing a \$80 million restructuring of the company's senior secured and unsecured debt, a follow-on equity financing, and \$30 million of new leases, and overseeing corporate real estate activities.

Prior to MAXjet, Mr. Marks was an adjunct faculty member at the GWU School of Business. He was Chief Executive Officer of VelociGen, a technology company successfully acquired in 2002, and President and Chief Operating Officer of Virtualis Systems, an Internet infrastructure company acquired in 2000. Mr. Marks restructured a third Internet company, using bankruptcy proceedings to auction off technology assets. He is an active investor with projects including single- and multi-family property development.

Mr. Marks holds an MBA with Distinction from Harvard Business School (1999) and a B.A. in History (1997) magna cum laude from Harvard College where he was elected Phi Beta Kappa. He is a licensed pilot with land and seaplane ratings. Mr. Marks was appointed to the Transportation Policy Working Group for President Obama's 2008 campaign.



GRACAP

address

4833 rugby avenue suite 301
bethesda, maryland 20814

web

www.gracap.com

email

info@gracap.com

global real asset capital llc

washington, dc