



AVIATION HANGARS FOR REAL ESTATE HOLDING COMPANY

SITUATION OVERVIEW

As a recognized partner of choice within Corporate Finance, our mission is to set the highest standard with the provision of leading expertise and strategic solutions that drives value and positions clients for even greater success.

- Privately owned income generating real-estate holding company (post M&A sale of operating company) headquartered in Calgary Alberta
- Three loans for three properties totaling \$16.5MM of loans from same lender
- Retired owner seeking to reduce his cost of capital
- Owner is a high net worth individual who sold an operating company and continues to own real estate (a number of buildings and land development rights related to aviation)
- New lender introduced to owner to potentially compete with incumbent lender
- Kluane engaged to conduct basic monthly accounting services, then to review terms of new bank offer and subsequently Kluane expanded its service offerings to seek out other (more competitive) financing alternatives

SOLUTION

- Responsible for ongoing accounting support and review
- Created auction with a select number of lenders
- Obtained term sheets from interested lenders replacing the existing \$16.5MM senior debt loan best terms
- Closed \$16.5 debt financing from Canadian lender DEAL CLOSED increasing Loan to Value on two properties and discharging collateral on another property
- Saved ~\$200 per year of interest charges (with less collateral pledged)
- Structure is also flexible to potentially sell real-estate to lessee

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partners