



TAGOR GROUP

Purchasing Secured & Unsecured NPLs

Unfound Borrowers



Executive Summary

Buying/Management of Unfound Borrowers

Together with our equity partners and separate accounts investors we are looking to buy this segment including single positions, polls of loans & tail end of portfolios of any size.

Single positions and polls of loans

- ✓ Unfound NPL borrowers – Outdated info, hiding or were not contacted for several years
- ✓ Local and foreign borrowers
- ✓ Any size including granular positions
- ✓ Carved out from portfolios previously Purchased

Buying Secured & Unsecured Loans

Selling unfound NPL borrowers helps portfolio owners to generate income from a difficult segment, saving resources and time, while focusing on higher value items.

Our Purchasing methods:

We are open to various purchasing methods to align financial interest:

- ✓ Outright purchase
- ✓ Profit sharing & management
- ✓ JV & Co-investment

GDPR regulations implemented

Buying Strategy

Non-Performing Loans With Unfound Borrowers

Buying Unsecured loans

Pan European

Buying Secured NPLs

Single loans & Portfolios

(Spain, Greece, Portugal, Italy & other Selected countries)

Only recourse loans

Buying Unfound NPL Borrowers

- Portfolios of Unsecured NPLs (any size) with a minimum open balance of €10,000 per loan
- From Banks / Tail end / Secondary trades / Sub-portfolios
- *Out right purchase / JV / Profit sharing / Co-investment*

- Secured NPL (by real estate), any size loans, including smaller granular loans and larger positions.
- Single tickets & Pool of loans of any size
- Sample Type of real estate collaterals:
 - ✓ Residential buildings
 - ✓ Hospitality/Student accommodation
 - ✓ Single apartments/villas
 - ✓ Offices/Logistics/industrial
 - ✓ Unfinished structures
 - ✓ Retail (high street, retail parks)

Who we are



Ofer Lieberson

Over 25 years' experience in real estate and debt sectors, including actively investing, developing and managing real estate assets and secured loans (NPL'S) in Europe and USA. A speaker and panelist at various real estate and NPL conventions across Europe. Chairman and founder of Tagor asset Management and Tagor group LTD (2005) a real estate investments, asset and NPL management company operating in Europe. Tagor was involved in bidding and DD on more than €5 billion of secured NPLs portfolios. Working along side international investment funds.

TAGOR GROUP LTD (“the Group”) Privately-owned, is a real estate investment and management firm. Together with our equity partners and separate accounts investors including HNW individuals, family offices and institutional investors, we run specialized investment vehicles with real estate and special situations investments strategies, focusing on secured/unsecured NPL'S as well as performing and nonperforming real estate assets.

Tagor Capital Ltd controlled by TAGOR GROUP was traded on the Tel Aviv Stock exchange from 2006-2013.

More than €5Bn of Total Exposure (GBV) valued and advised 2013-2017

Project	Seller	GBV(EUR MM)	Tagor Role
Phoenix	Volksbank	654	buy side
MKB	MKB Hungary	109	buy side
Danube	Volksbank	183	buy side
Orion	BCR Erste Bank	363	buy side
Saturn	BCR Erste Bank	443	buy side
Demeter	Bank of Cyprus	545	buy side
Danube	MKB Hungary	760	buy side
Grey	BCR Erste Bank	24	buy side
Alpha	Raiffeisen	53	buy side
Rosemary	Intesa Sao Paolo Bank	287	buy side
BPZ	BPZ	120	buy side
Mars	Alpha Bank Romania	434	buy side
Fain	Raiffeisen Bank	274	buy side
Artemis	Attica Bank	1100	buy side

- Leading the Portfolios analysis and segmentation, assess and valuation prepare NBO, DD and BO, pricing
- Asset management and return optimization: PM selection/ coordination, capex /maintenance management, letting management, return analysis.

**TAGOR
GROUP**

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