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Best Real Asset Advisory Boutique - Germany

Capcora GmbH

Capcora GmbH procures equity, mezzanine and debt for projects from the energy and infrastructure sector, real estate projects and medium sized companies. We invited Co-Founder Alexander Enrique Kuhn to talk us through the firm and the services it offers.

Capcora connects medium-sized companies with institutional investors and alternative capital providers and offers specialist expertise in the energy, infrastructure and real estate sectors as well as in corporate finance. Specialising in the real assets market, the firm has a strong background in this sector and is able to provide experienced and dedicated staff to assist their clients. Alexander discusses the firm and its service offering in more detail.

"Capcora is an advisory boutique specialized in field of real assets. Real assets can be described as investments and assets in real estates, renewable energies, forest or investment in infrastructure such as roads, airports, rail-, telecommunication- and energy networks, schools, hospitals and other public institutions. Our business can briefly be described as transaction management in M&A or financing processes for projects or rather real assets. Every project usually has a fixed deadline and as transaction manager it is our job to secure the transaction process. Therefore it is very important for us to estimate the probability of success of a transaction in an early stage or even before the acceptance of a mandate."

"Our current specialisms are the renewable energy and real estate sectors, where we see a high demand for our services which are mainly to generate new sources of capital for our clients and helping them during the financing procedures."

"Fundamentally, we see ourselves as a link between two worlds: on the one hand there are our clients which are mainly small and medium sized companies and entrepreneurs; on the other side we have semi- and institutional investors such as family offices, insurance companies, pension funds or private equity funds as well large capital providers like banks, private debt and mezzanine funds. We speak both languages and match the interests of our clients with the criteria of the investors. Based on our joint project work, we create the optimal overlap of interests, the foundation of every successful transaction."

The firm's strategy is to focus on bottleneck situations such as bridge financing. Alexander explains this strategy and discusses how this helps it to achieve success for both it and its clients.

"Capcora provides bottleneck financing such as mezzanine bridge financing for the construction of windfarms or real estate projects on short notice. We help developers to strengthen their equity by raising mezzanine capital, so that they can advance with



developing several projects at the same time."

"Especially in the capital intensive development and realisation phase or prior to signing a supply and construction contract, bridge financing proves to be a time-sensitive challenge, even though the 'exit' is adequately secured."

"While banks require a higher self-contribution or additional collaterals, specialized investors from our network have the necessary expertise to vitally accelerate the due diligence and financing process. We keep improving our services by constantly expanding our capital providers network in this niche sector."

Having started 2017 with a vast array of projects in the pipeline, Capcora is looking forward to a bright and prosperous future, as Alexander outlines.

"Currently we are working on a variety of interesting projects in our three business areas, including onshore wind and solar parks in Germany and other European countries as well as nursing homes, residential properties and logistics projects spread throughout Germany. All of these projects will provide us with many great opportunities for follow-up business."

"In addition to the support of sales transactions, a large part of our mandates deal with the procurement of short-, medium- or long-term mezzanine financing at project or company level. We continue to see a high demand for purposes like bridge or growth financing in Germany. Together with our customers, we would also like to enter new markets such as France, the Netherlands and Poland this year."