

VASTER

INVESTOR PRESENTATION

# Vaster Loans III



Growie



## **ABOUT US**

Vaster is a vertically integrated private lender that is proud to be backed by Fortune International Group, one of the biggest real estate firms in South Florida. With a deep understanding of the South Florida market and a proven track record of success, Vaster's goal is to provide a personalized lending experience that leverages technology, financial sophistication, and an experienced team to create a seamless path for borrowers to either preserve or build wealth through real estate.

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# The existing portfolio, operating platform, and originating initiatives support Vaster as a premier private lender

## Proven Track Record & Results

- Over 7 years of operational experience with 5 years of returns with the predecessor vehicles
- Vaster originated \$500MM+ over the past 3 years
- Existing assets under management of \$174MM at an average 55% loan to lender's appraised value

## Market Relationships with Fortune International Group

- Unparalleled Experience in the Sales Market
  - Development Business: Over 1,500 condo units in development
  - Exclusive Sales & Marketing Business: Representing over 4k+ preconstruction condo units in South Florida
  - General Brokerage Business: 40 years in market, 8 South Florida offices, 4 international offices, sells on average \$1.25B a year
- Access to potential loans; under development, exclusive sales & marketing representation or assigned preferred lender for approximately 4k pre construction units

## Experienced & Complete Organizational Structure

- 7-year management team in place
- Veteran originators, extensive market resources with access to Fortune International Group's knowledge and relationships in South Florida
- Seasoned Compliance Officer performing extensive KYC reviews on Borrowers (LLC and Corporations.) and Guarantors.
- Experience in dealing with market fluctuations
- No realized losses in any default scenario, including market downturn in COVID
- Real time availability of KPI's to understand production, operations, and results



**Partnership With One of South  
Florida's Premier Real Estate Firms**

## BUSINESS STRATEGY

# Vaster is a vertically integrated private lender and operating platform

### Established Market Presence

- Name recognition as a recognizable brand in South Florida
- Vaster advantage in customer service has positioned Vaster as a Market Leader in the Private Lending community
- Incorporation of technology to expedite loan closings, maximize efficiency, and outcompete major players

### Core Product Offering

- Direct lender for commercial loans on residential and commercial assets
- Residential – Condo, Condo Hotel, Single Family Home, Land
- Commercial – Office, Multifamily, Retail, Mixed-Use, and Land
- Primary Market – Florida with secondary market in major cities along the East coast
- Purchase or Refinance
- Interest Only
- Max term of 36 month with extension options if Borrower has positive payment history
- Max LTV of 65%
- Personal Guaranty
- Single Purpose Entity (LLC or Corp.) Borrower
- No Foreclosure Bailouts or Bankruptcy History

### Investment Opportunity

- Equity investors (\$1MM+) to participate in Vaster Loans III, an open fund originating private loans.
- Investment is intended to be U.S. tax efficient for foreign investors
- Target annual net return of 9% with quarterly distributions



**Located in the Heart of  
Miami's Financial District**

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Track Record

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**TRACK RECORD**

# Vaster Loans III has Sourced ~\$1.06B and Closed \$89MM in the Last 12 Months



# Vaster's origination strategy is to maintain portfolio growth without compromising portfolio performance

## \$2.8MM

Average loan size for Residential

\$4.2MM for Land

## 54% LTV

Average Vaster loan amount compared to appraised value at the time of closing

Fixed and Variable Rate Loan Programs

## 24-Month Hold

Average hold period where loans are originated with a 12 – 36 Month term

## 3% NPL

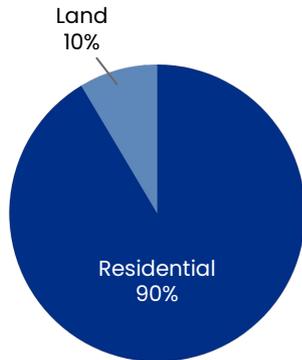
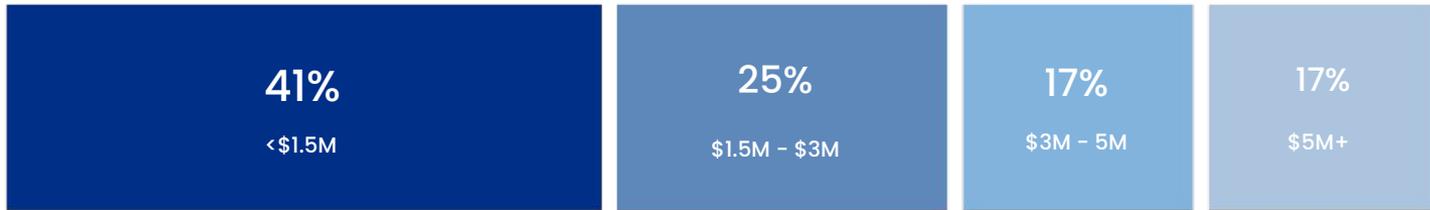
Non-performing loan, >90 DPD on historical origination volume

Each loan had 100% success rate where Vaster recouped principal, interest, fees, and costs

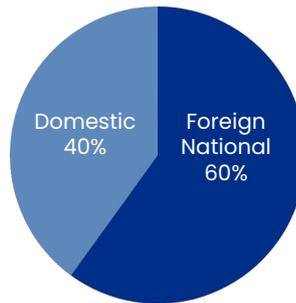
# Historical Origination Statistics

## Deal Size Distribution by Quantity of Loans

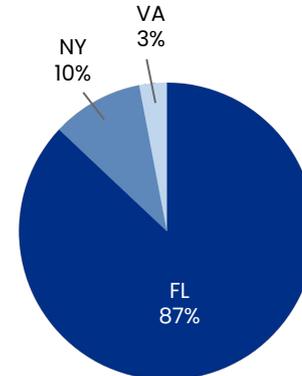
■ <\$1.5M ■ \$1.5M - \$3M ■ \$3M - \$5M ■ \$5M+



Property Type Allocation



Sponsor Nationality



Location Diversity

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## OPERATIONS

# Inefficient loan processing without market sophistication and deployable capital leads potential deals to being shopped around for increased borrower costs

Trying to increase origination volume without the right process in place will immediately bring several pain points to the surface



### Staffing

Seasoned team with multiple originators to realize lending goals from origination to post-closing



### Document management

Piece mailing and offline data storage will increase room for error and delay closing times



### Risk Management

Maximizing results requires access to real time analytics and continuous monitoring of portfolio and risk appetite



### Compliance

Not having the correct credit and KYC assessments can be a costly oversight in a regulatory industry



### Servicing

Low servicing standards increases risks of early payoffs and defaults

## OPERATIONS

Vaster's operations deliver quick turnaround in loan closings while facilitating proper underwriting, risk management, monitoring, and regulatory compliance practices

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### Processes



- Credit Process Mapping
- Credit Approval
- Loan Funding & Advancement
- Turnaround Efficiency
- Servicing
- Risk Management
- Reporting

### People



- Origination
- Credit Assessment
- Loan Processing
- Loan Post-closing
- Compliance
- Strategy

### Data



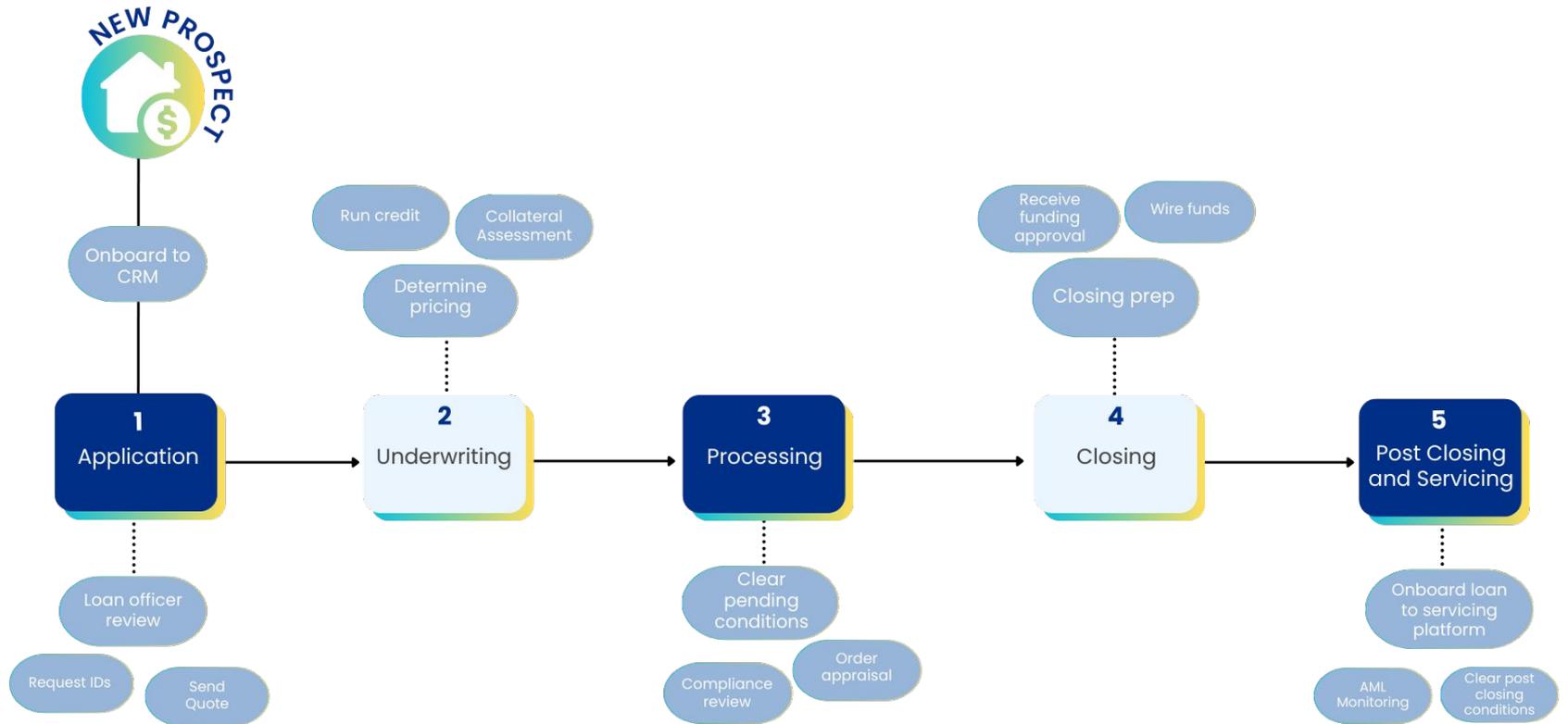
- Financial, Demographic, and Behavioral Data Register
- Data Flow Mapping
- Data Management & Storage

### Systems



- Broker & Borrower Dashboards
- Digital Loan Submission & Review
- Document Submission & Management System
- Underwriting Tools
- Risk Assessment
- KPI & KRI Dashboards

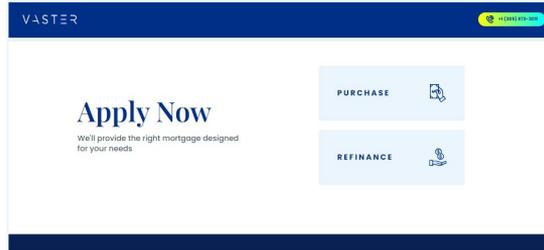
# Automated process with cloud storage and web-based solutions to maximize underwriting without additional cost to the fund



## OPERATIONS

# Online loan portal, document management, data recollection, storage, performance and risk monitoring will facilitate operational efficiency

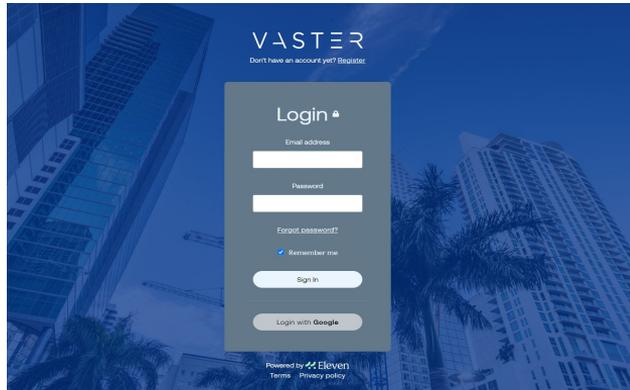
### Online loan submission platform and dashboards



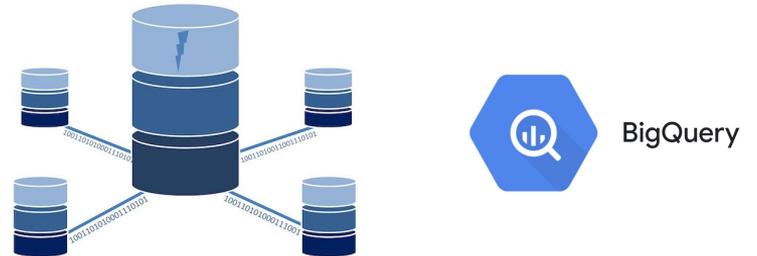
### Service layer technology implemented and integrated



### Secure investor portal with dashboards and portfolio updates



### API engines and data warehouse to gather the data



## OPERATIONS

# Investment Committee and Leadership



## Edgardo Defortuna

Edgardo is President, CEO and Founder of Fortune International Group, a Miami-based full-service real estate firm recognized throughout South Florida, Latin America and Europe as a leader in high-end luxury real estate. He oversees all of the company's activities across all of its business units.



## Eduardo Imery

Eduardo is CFO of Fortune International Group and is responsible for strategic company initiatives, financial planning, acquisitions and defining the financial structures for all development projects. He also provides project oversight and management throughout the development of all projects.



## Zackary Simkins

Zack officially joined Vaster when the company launched in February 2017 as an Associate before being promoted to the position of Finance Manager in February of 2020. He now serves as a General Manager and has held this position since October 2021 in managing all aspects of Vaster.

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# Vaster is pursuing an equity investor to build upon the established lending criteria

Underwriting	Single Family Home	Condo	Commercial Assets	Residential Land	Commercial Land
Location	Florida & New York	Florida & New York	Florida & New York	Florida	Florida
Max LTV	65%	65%	65%	60%	55%
Max Term	36 Months	36 Months	36 Months	18 Months	18 Months
Reserves	No	No	Yes	Yes	Yes
Prepayment Penalty	6 Months	6 Months	6 Months	6 Months	6 Months
Rate Type	Fixed & Variable	Fixed & Variable	Fixed & Variable	Fixed & Variable	Fixed & Variable
Foreign National Sponsor	Yes	Yes	Yes	Yes	Yes
Personal Recourse	Yes	Yes	Yes	Yes	Yes

## PORTFOLIO

# Vaster Loans III has a performing portfolio to realize immediate returns for investors

### \$89MM Active Portfolio

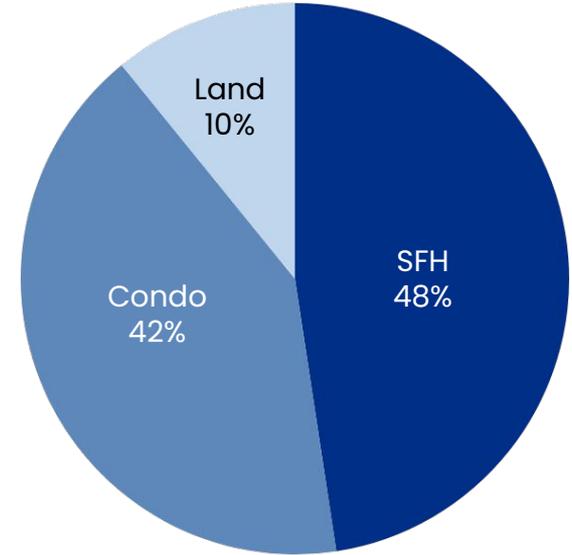
- \$42.4MM in SFH
- \$37MM in Condo
- \$9.7MM in Residential Land

### Portfolio Performance

- 36 Active Loans for **\$2.8MM Average Loan Size**
- No Active Non-Performing Loans
- **54% Average LTV**
- Fixed Loans have leverage that is fixed to stabilize returns

### Assets and Borrower

- Subject properties are located in South Florida & New York
- Personal Recourse on each loan
- 60% Foreign and 40% Domestic Sponsorship



Active Portfolio Breakdown  
by Dollar Volume

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# Vaster is redefining private lending

Capital and Tech-driven platform providing debt exposure to high quality assets

	Vaster	Traditional Private Lender	Hard Money Lender
Origination	<ul style="list-style-type: none"> <li>Seasoned Loan Officers with a combined 20+ years of experience in Private Lending &amp; Banking. Active Principals who promote Vaster and originate quality over quantity.</li> </ul>	<ul style="list-style-type: none"> <li>Experienced Principals with an established Market Presence.</li> </ul>	<ul style="list-style-type: none"> <li>Few contacts and poor market reputation. Quantity over quality.</li> </ul>
Operations	<ul style="list-style-type: none"> <li>Underwriter to analyze asset and counterparty risk of sponsor. Processor to ensure closing is executed efficiently with Vaster's templated loan docs.</li> </ul>	<ul style="list-style-type: none"> <li>Underwriter/Analyst to review the asset value. Rely on Attorney to do prepare documents and assist in processing.</li> </ul>	<ul style="list-style-type: none"> <li>Not much diligence or review on the sponsor. Asset based lending performed by Lender with a Lawyer coordinating the closing.</li> </ul>
Compliance	<ul style="list-style-type: none"> <li>Robust data-driven diligence for Know Your Customer ("KYC"), Corporate Borrower Structure, AML/BSA Review by Compliance. Vaster has extensive Policy and Procedures.</li> </ul>	<ul style="list-style-type: none"> <li>KYC, AML, and BSA review handled by Underwriter. None or limited Policy and Procedures for company.</li> </ul>	<ul style="list-style-type: none"> <li>Very minimal KYC review handled with online search and lien review. No Policy or Procedures outlined.</li> </ul>
Asset Management	<ul style="list-style-type: none"> <li>Internal Servicing Team to ensure the personalized lending experience is maintained with the borrower post closing.</li> </ul>	<ul style="list-style-type: none"> <li>Third party servicing with minor involvement from an analyst role.</li> </ul>	<ul style="list-style-type: none"> <li>Attorney or External Accountant to service portfolio. No analyst.</li> </ul>
Technology and Innovation	<ul style="list-style-type: none"> <li>Borrower portal for online applications and deal processing. Extensive suite of website SEO/Blogs. Full investment memorandum and detailed quarterly reporting on updated KPIs.</li> </ul>	<ul style="list-style-type: none"> <li>Archaic investor reporting with no web presence or borrower portals</li> </ul>	<ul style="list-style-type: none"> <li>No investor access or borrower portals</li> </ul>
Capital Structure	<ul style="list-style-type: none"> <li>Leverage relationship with a Community Bank to grow a substantial portfolio with 30% equity.</li> </ul>	<ul style="list-style-type: none"> <li>Minimal or no leverage relationship. Manager has origination target or promote structure.</li> </ul>	<ul style="list-style-type: none"> <li>All Equity Funding</li> </ul>
Returns	<ul style="list-style-type: none"> <li>&lt;=65% LTV for 11-12% Leveraged Net Returns in high and low interest rate markets.</li> </ul>	<ul style="list-style-type: none"> <li>&lt;=65% LTV for 10-11% Unleveraged in High Interest Rate market. 9-10% in Low Interest Rate market.</li> </ul>	<ul style="list-style-type: none"> <li>&gt;70% LTV for 12% Unleveraged in High Interest market. 10% unleveraged in Low interest rate market</li> </ul>
Distributions	<ul style="list-style-type: none"> <li>Quarterly distributions and ability to reinvest funds into new loan originations Diversified investment because of the funds underlying portfolio.</li> </ul>	<ul style="list-style-type: none"> <li>Standard distributions per loan for interest and principal. Investor may have opportunity to reinvest in a new loan but not diversity position.</li> </ul>	<ul style="list-style-type: none"> <li>Distribute interest and principal. No opportunity to reinvest nor diversity position.</li> </ul>

# Vaster Loans III – Equity Investment Offering<sup>[1]</sup>

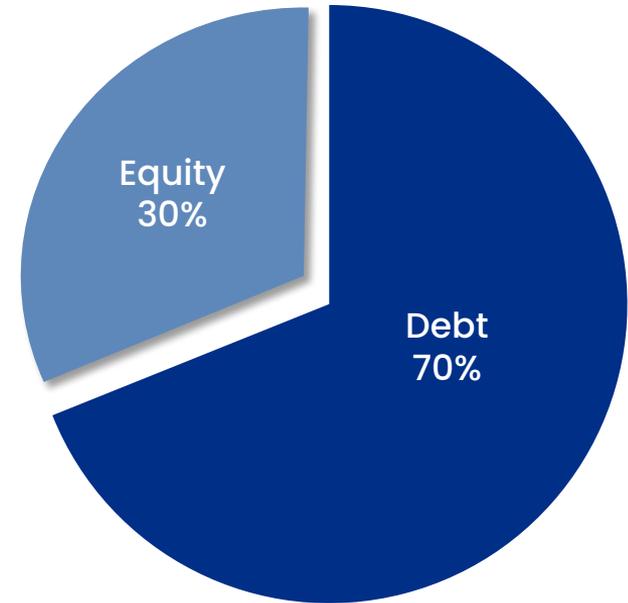
Target Equity Raise	\$40,000,000
Target Net Growie Investor Return on Equity	9% Annually
Investment Objective	Generate current income and preserve investors' capital by investing in commercial loans on residential and commercial assets in U.S. real estate
Debt Leverage	65% – 70%
Distributions	Quarterly
Vaster Co-Investment	10% Equity Per Loan (capped at \$4 million)

[1] Vaster Loans III co-invests alongside Vaster Loans Inter III using a season and sell strategy which involves Vaster Loans III offering to sell to Vaser Loans Inter III a portion of the loans that it originates. See the offering materials for additional information

# Vaster's advantage in origination, operations, and leverage yields an attractive investment opportunity

## \$1MM+ Equity Participation with 9% Annual Net Return on Equity

- Invest in an existing portfolio of \$85MM, which currently has 70% leverage and 30% equity (\$17.2MM)
- Additional origination is expected to be \$100MM in 2024 to realize an average portfolio balance of \$130MM, which will require \$40MM in investor equity.
- Vaster pays a Management fee of 1.65% for each loan to the Management Company for the overhead expenses to underwrite, process, close, and service the portfolio.
- COGS associated with each loan (legal, title review, appraisal, background checks, etc.) are all paid by the borrower at closing.
- OPEX Ratio of 0.20%-0.3% on the portfolio size for the lending platform.
- Leveraged equity with an established Non-Recourse Debt (65- 70% advance per loan) warehouse to realize projected returns
- Quarterly Profit Distributions with equity participation from Vaster.
- Foreign investors generally are not expected to recognize ECI, including by reason of FIRPTA, solely as a result of their investment in Vaster Inter III
- VL Inter III will participate in the VL III Portfolio after a seasonality period of 90 days on VL III's originated loans to avoid Foreign Taxation.



# Vaster has existing relationships with successful and established partners to assist in growing the fund



# Thank You

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VASTER

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