



THE MANAGEMENT TEAM

A unique blend of property and financial expertise

Morgan Garfield

Morgan was previously a Managing Director at Deutsche Bank, where he headed their UK Real Estate business.

Prior to joining Deutsche Bank, Morgan held a variety of positions at NM Rothschild & Sons this included time spent in property, investment banking and debt restructuring.

Career highlights include:

- Overseeing the origination of £3bn of real estate lending in the UK.
- Management responsibility for a €16bn European loan portfolio.
- Managing to a successful conclusion numerous workout scenarios in the property and corporate sector.
- Involvement in numerous M&A mandates, especially in the house building and opco / propco arenas.
- Experience of structuring loans in all property sectors including senior and mezzanine debt, and equity joint ventures.

- Building Deutsche Bank's UK lending business from scratch to a team with over 20 people.
- Establishing two successful commercial mortgage backed securitisation programmes: Deco (Deutsche Bank) and Real Estate Capital (Rothschild / Merrill Lynch).

Mark Robinson

Mark was previously Managing Director of Oracle Estates. He co-founded Oracle Estates and successfully built a £400m investment and development portfolio.

In addition, Mark was a board member of Oracle Homes, a major residential developer in Greater London.

Before this Mark was at Chartwell Land, having started his career as a commercial agent with Churston Heard and Dalgleish.

Career highlights include:

- Generating average geared returns for Oracle Estates that exceeded 45% pa, through development and asset management.

- Successfully establishing and managing a number of joint ventures with Lehman Brothers, ING, George Wimpey and various high net worth individuals.
- Redeveloping and trading a number of shopping centres.
- Developing Jubilee Street, Brighton, an award winning mixed use development, with a completed value of over £60m.
- Executing detailed business plans on mixed-use portfolios and large mixed-use assets throughout the UK.
- Extensive experience of working closely with retailers and A3 operators, to achieve occupier led solutions.
- Successfully advising administrators during the recessionary market of the early 1990's.