

# Exclusive briefing & Business lunch @ Ebury

5 March 2025



**Sociëteit Vastgoed**  
*Kwaliteitsnetwerk dat voor jou werkt*



**Sociëteit Vastgoed**  
*International (SVI)*



CLAUDIA VAN HAEFTEN, FOUNDER,  
RON VAN BLOOIS, BUSINESS PARTNER





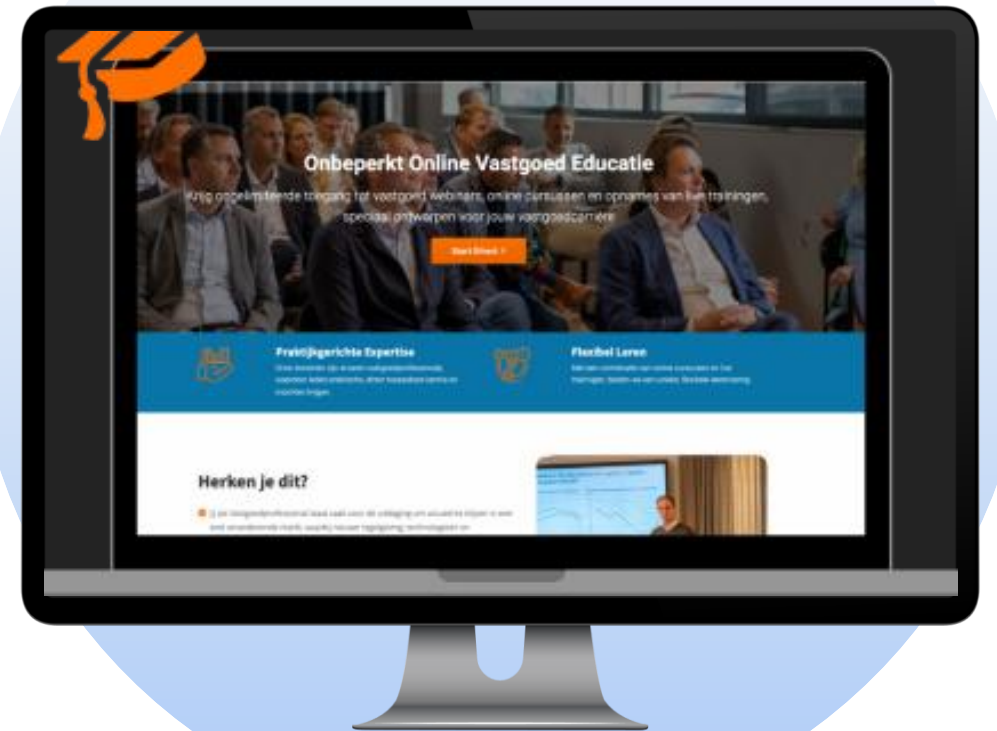
**Sociëteit Vastgoed**

*Kwaliteitsnetwerk dat voor jou werkt*



**Sociëteit Vastgoed**

*International (SVI)*





**YS**  
Young Sociëteit





ROMA

RESTAURANT PIZZA

caffè Roma

RESTAURANT

BRASSERIE

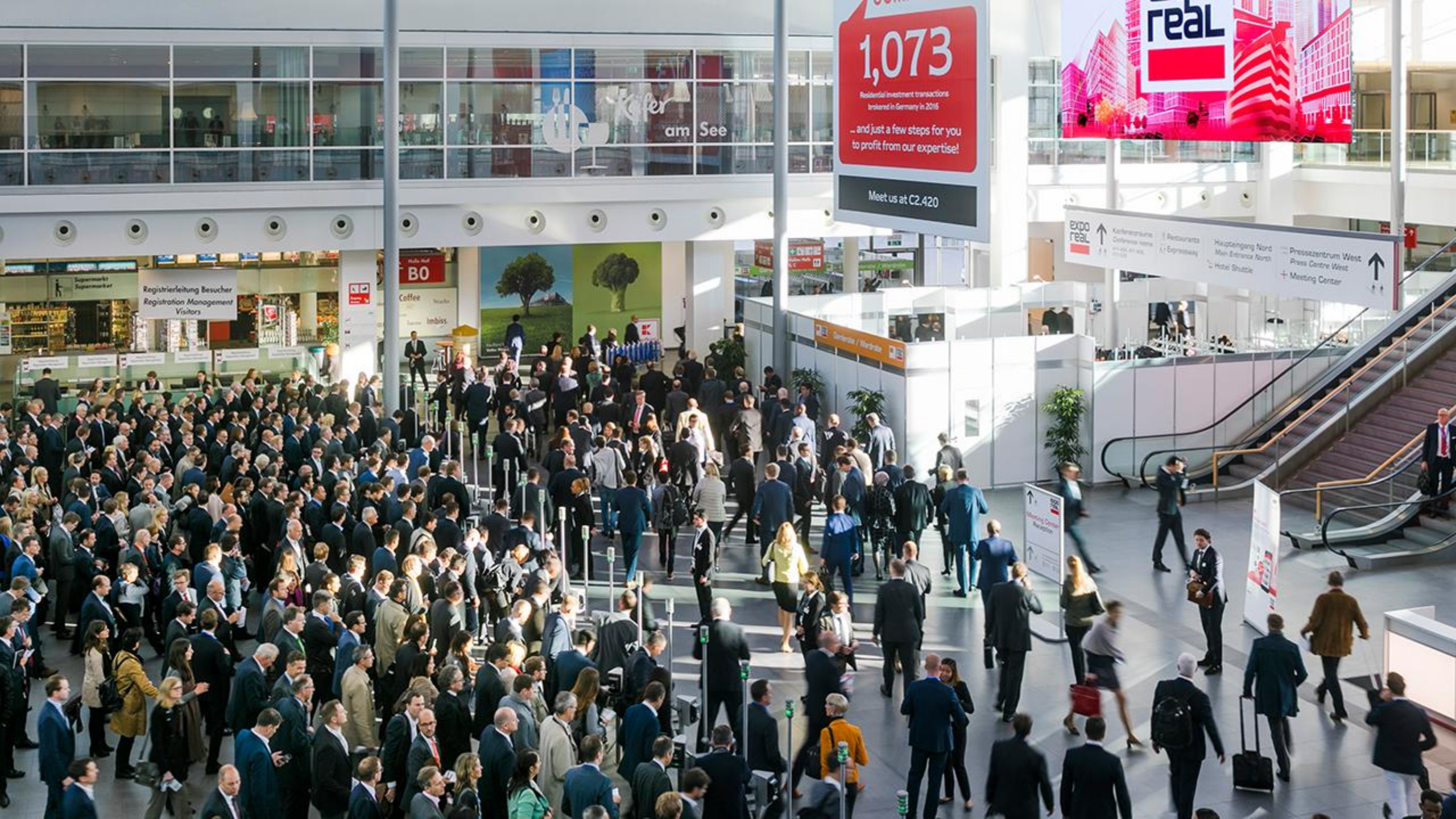
Thought Leadership Session  
**Investment Opportunities  
in the Dutch Real Estate Market**

Cie.



**mipim**<sup>®</sup>

March 12, 2025 | 16H – 16h45  
Le Palais - Cannes



**1,073**  
Residential investment transactions  
brokered in Germany in 2016  
... and just a few steps for you  
to profit from our expertise!  
Meet us at C2.420



**EXPO REAL**  
Konferenzraum  
Conference Room  
Restaurants  
Restaurants  
Hauptgang Nord  
Main Entrance North  
Hotel Shuttle  
Presszentrum West  
Press Centre West  
Meeting Center

**B0**  
Coffee  
Imbiss



Registrierleitung Besucher  
Registration Management  
Visitors

Kofler  
am See



The Ritz-Carlton, DIFC  
**DUBAI**  
29 May 2024  
Breakfast meeting:  
Dubai Real Estate,  
ESG and AI



Jan Willem Ifferser



THE RITZ-CARLTON  
DUBAI INTERNATIONAL FINANCIAL CENTRE







Developed by  
*The Art of* LIVING  
IN SPAIN

**Societeit Vastgoed International (SVI)**

### De ontwikkeling van een blue zone in Murcia, Spanje

**Ted Oorbals**  
The Art of Living in Spain / Taolis

**Ron van Bloois**  
Societeit Vastgoed International

⏮ ⏪ ⏸ ⏩ ⏭





## Een **deepdive** in de residentiele markt van de UK



**Job Gutteling**  
Securin &  
Ciconia Group



**Melanie Gutteling**  
Securin &  
Ciconia Group



**Ron van Bloois**  
Societeit Vastgoed  
International

Live event

# Exclusive briefing & Business Lunch @ Ebury



# Outline

11:00 - 12:15

- Claudia van Haeften and Pepijn Philipse: Welcome
- Ron van Bloois: Geographical diversification for Dutch parties
- Richard Lynch: Cross-border investment opportunities in UK, benefits of investing in the UK, touching on the various elements such as security and due diligence, locations, purchase process and what is driving the UK property investment market) (20+10min Q&A)
- Dexter Rinkel: Management of currency risks (10min+5min Q&A)

12:15 - 12:30 Walk

12:30 - 14:00 Business lunch at Dicky's

An aerial photograph of London at dusk, featuring The Shard skyscraper as the central focus. The city lights are visible, and the River Thames is in the foreground. The sky is a mix of orange, yellow, and blue.

# API GLOBAL

**WHY API SHOULD BE YOUR PREFERRED PARTNER**

APIGLOBAL.CO.UK

## A BRIEF HISTORY

# THE UK PROPERTY INVESTMENT SPECIALISTS WITH A GLOBAL REACH

API Global is a distinguished property investment company with a well-established reputation in the UK property investment market.

Specialising in residential development, our portfolio encompasses off-plan projects across the UK. Our unique approach focuses on identifying high-growth areas, implementing long-term investment strategies, and maximising returns for international investors in a hassle-free way.

**£1.5Bn**  
GROSS DEVELOPMENT VALUE

**3000+**  
UNITS SOLD

**1000+**  
UNITS UNDER MANAGEMENT

**65**  
DEVELOPMENTS DELIVERED

"From a single office in Dubai, API Global has blossomed into a truly global force, strategically establishing 15 offices across 5 continents. This impressive growth, fueled by sales surpassing £1.5 billion, has allowed them to forge long-term partnerships with the market's leading developers, solidifying their position for continued success."

**API**  
GLOBAL

**GLOBAL PRESENCE**  
HEADQUARTERED IN LONDON

15 OFFICES 13 COUNTRIES 5 CONTINENTS

15  
**FIFTEEN**  
STRATEGICALLY LOCATED OFFICES

We understand the need to be visible and within close proximity to clients. Therefore, having offices in key financial centers across multiple regions allows API Global to fully support our clients, understand local market nuances, and build stronger relationships. This helps to facilitate our personalised service and provide quicker response times.



**SANTIAGO**  
CHILE



# API GLOBAL

THE GROUP



Specialist consultancy, considering all deal structures.

Since 2023, API Capital Partners has become a go-to advisor for diverse clients, including developers, individuals, family offices, UNHWIs, institutions, and development funders, specialising in collaborative property development, opportunistic distressed UK real estate acquisitions, and comprehensive financial solutions.

[www.apicapitalpartners.co.uk](http://www.apicapitalpartners.co.uk)



Your digital property lender in Hong Kong.

GOGOPROP was created after repeated, firsthand experiences with the prolonged and challenging process of accessing traditional mortgages as an overseas buyer. What sets us apart is our focus on asset-backed loans for property financing and equity release. Unlike traditional banks, we prioritise the value of assets over credit histories.

[www.gogoprop.com](http://www.gogoprop.com)



Direct to consumer property investment sales specialist.

Baron & Cabot is a UK-based property investment company that specialises in helping clients find and invest in properties that are likely to generate high returns. Their business model is business to consumer model by generating leads through online lead generation from all around the world.

[www.baroncabot.com](http://www.baroncabot.com)



The mortgage arm of API Global has been set up to service investors.

Born out of past experiences with external parties, the mortgage arm to API Global, Valorem Global, has been set up to service investors globally. We have mortgage brokers based in Asia, Middle East & UK & have access to 85 different lenders.

[www.valorem-global.com](http://www.valorem-global.com)



Exclusive lettings & Management for API developments.

Redstone manages the handover from the developer, preparation for lettings with furnishings and design services, lettings and property management and sale of the asset to maximise returns. Redstone manages over 700 units on behalf of API Global Clients. Redstone Property Management is also expanding its offering to block management and PRS opportunities alongside API Capital Partners clients.

[www.redstoneproperty.co.uk](http://www.redstoneproperty.co.uk)



Comprehensive wealth management and investment advice.

At API X, we understand the distinct needs of athletes and are committed to providing comprehensive wealth management and investment advice. Our dedicated team is here to help athletes achieve financial success, allowing them to focus on their sport while we handle their financial future.

[www.apiglobal.co.uk/apiX](http://www.apiglobal.co.uk/apiX)

## OUR PROCESS

# OUR INTELLIGENT APPROACH

Providing clear and transparent communication is key. Through our sophisticated end-to-end solution, API Global supports clients and keep them informed throughout the investment process, guiding them, and explaining complexities in layman's terms. Our objective is to provide a 'hands-off, hassle free' property investment solution.



**MARKET** 01  
RESEARCH



**SOURCING** 02  
PROJECTS



**INVESTMENT** 03  
ADVICE



**SALES** 04  
PROGRESSION



**LEGAL** 05  
SUPPORT



**BUILDING** 06  
UPDATES



**MORTGAGE** 07  
SUPPORT



**COMPLETION** 08  
PHASE



**LETTINGS &** 09  
MANAGEMENT



**PORTFOLIO** 10  
OPTIMISATION

UK PROPERTY

# MARKET OVERVIEW



## CURRENT TRENDS

The UK property market has demonstrated resilience and growth, with house prices expected to rise by 2.5% in 2025.



## KEY GROWTH REGIONS

Cities such as Manchester, Birmingham, and London continue to attract significant investment due to robust economic activity and extensive regeneration projects.



## ECONOMIC STABILITY

The market is underpinned by strong fundamentals, including steady housing demand, a growing population, and government support for housing initiatives.

UK PROPERTY

# UK INVESTMENT OPPORTUNITIES



## HIGH-YIELD OPPORTUNITIES

The “generation rent” trend has bolstered the buy-to-let market, offering attractive yields for investors.



## GROWTH POTENTIAL

Investments are strategically placed in areas benefiting from significant infrastructure projects and government initiatives, enhancing their potential for appreciation.



## MARKET SEGMENTATION

API Global targets both high-end and affordable developments, with a keen eye on emerging opportunities in regeneration zones.

UK PROPERTY

# KEY TRENDS

THE BIG 6

BIRMINGHAM | BIRSTOL  
EDINBURGH | GLASGOW  
LEEDS | MANCHESTER

**4.2%**

Average annual rental growth across the Big Six

**33%**

Annual increase in the number of operational BTR units across the Big Six

**2.1%**

Average annual price growth across the Big Six

**24%**

Birmingham forecast cumulative price growth 2025-2029

**-12%**

Reduction in BTR investment across the Big Six in 2024 vs 2023

BIG SIX ANNUAL GROWTH - PRICES AND RENTS (DEC 2024)



## UK PROPERTY

# RESIDENTIAL FORECASTS

**1** | Birmingham is forecast to outperform other Big Six cities in the sales market with five-year growth of 24%

**2** | Birmingham, Bristol and Manchester are projected to continue to draw the largest share of new households

**3** | The UK BTR market is expected to see rental growth of 20.5% over the next five years

### | HOUSE PRICE FORECASTS

Sales price growth (% pa)	Total change (2025-2029)	Average pa (2025-2029)
UK	19.9%	3.7%
Birmingham	24%	4.4%
Bristol	19.9%	3.7%
Edinburgh	19.9%	3.7%
Glasgow	18.2%	3.4%
Leeds	19.9%	3.7%
Manchester	22.2%	4.1%

### | RENTAL FORECASTS

Rental growth (% pa)	Total change (2025-2029)	Average pa (2025-2029)
UK	17.1%	3.2%
UK BTR	20.5%	3.8%
Birmingham	18.8%	3.5%
Bristol	18.2%	3.4%
Edinburgh	17.6%	3.3%
Glasgow	16.5%	3.1%
Leeds	17.6%	3.3%
Manchester	18.8%	3.5%

ACROSS THE UK

# OUR CORE MARKETS



API Global's decision-making process for identifying new investment locations involves a multi-faceted approach, considering various factors and data points, such as capital and rental growth potential, supply and demand imbalances, and market maturity.



## OUR DEVELOPER PARTNERS



One of the best developers in the UK. Owned by Simon Ismail and Fred Done (billionaire owner of Betfred), with an in-house contracting firm - DOMIS. Salboy offer full deposit protection to clients.

Salboy is an award-winning UK property development company known for delivering first-class developments in prime Manchester, London and Cornwall locations. Fully owned and operated by Simon Ismail and Fred Done, Salboy has delivered over 3,250 homes across the UK and continues to focus on the development of high quality residential accommodation.




**WATERHOUSE GARDENS**  
MANCHESTER

SALBOY Q2 2026

TOTAL UNITS:	556 Units - 1 & 2 bed apartments
PRICE POINT:	£257,000 - £464,000


The image shows a modern residential development with a prominent glass and steel structure, surrounded by greenery and people walking and cycling.




**W RESIDENCES**  
MANCHESTER

SALBOY & RELENTLESS DEVELOPMENTS Q3 2027

TOTAL UNITS:	217 Units - Studio, 1, 2 & 3 beds
PRICE POINT:	£345,100 - £2,147,000




The image shows a tall, modern residential building with a distinctive facade of vertical panels, illuminated at night.



**VIADUX**  
MANCHESTER

SALBOY COMPLETED

TOTAL UNITS:	375 Units - 1 & 2 bed apartments
PRICE POINT:	£338,100 - £517,650



The image shows a tall, modern residential building with a distinctive facade of vertical panels, illuminated at night.



## OUR DEVELOPER PARTNERS

# forshaw.

Manchester based developer, who deliver a premium yet affordable investment grade product. Also have joint venture structure with Salboj.

Forshaw activities span the whole of the UK. They believe in taking unloved land and forgotten buildings and turning them into the unique spaces that bring land back to life. Forshaw develop and redevelop for prestige residential, commercial, mixed use and student living. Developing for investors.



## THE WATERHOUSE

MANCHESTER

FORSHAW GROUP

COMPLETED

TOTAL UNITS: 86 Units - 1, 2 & 3 bed apartments

PRICE POINT: £170,000 - £370,000

## VICTORIA HOUSE

MANCHESTER

FORSHAW GROUP & SALBOJ

COMPLETED

TOTAL UNITS: 177 Units - 1, 2 & 3 bed apartments

PRICE POINT: £335,258 - £975,000



## SILK BANK

MANCHESTER

FORSHAW GROUP

COMPLETED

TOTAL UNITS: 160 Units - 1, 2 & 3 bed apartments


PRICE POINT: £179,950 - £384,375

## OUR DEVELOPER PARTNERS



We're now onto our 10th development with Elevate, who are widely regarded the best developer across the Midlands.

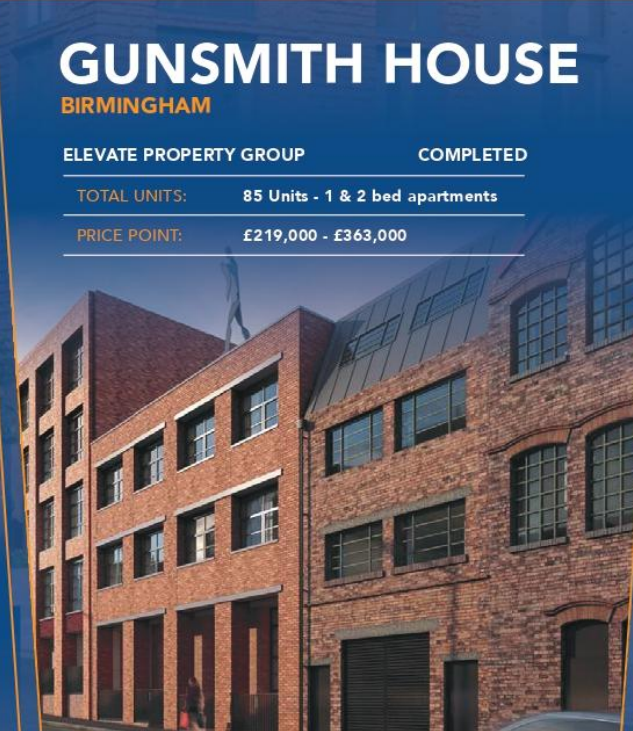
Individually and collectively breathtaking, elevate's residential developments are a complement of historic landmarks and impeccably crafted contemporary living spaces. Every development is an illustration of their drive and desire to offer unique, beautiful, functional homes, perfect for first time buyers and buy-to-let investors, as well as those looking to relocate to a new home.



### SILKYARD

DERBY


ELEVATE PROPERTY GROUP	Q2 2025
TOTAL UNITS:	258 Units - Studio, 1 & 2 bed apartments
PRICE POINT:	£139,000 - £281,500



### GUNSMITH HOUSE

BIRMINGHAM

ELEVATE PROPERTY GROUP	COMPLETED
TOTAL UNITS:	85 Units - 1 & 2 bed apartments
PRICE POINT:	£219,000 - £363,000



### MULLER YARD

NOTTINGHAM

ELEVATE PROPERTY GROUP	COMPLETED
TOTAL UNITS:	58 Units - 1, 2 & 3 beds
PRICE POINT:	£199,995 - £340,000

## OUR DEVELOPER PARTNERS



Another large midlands based developer, deliver high spec and quality and an alternative to Elevate


Founded in 2004, Wavensmere Homes has become synonymous with unique renovation and new-build projects of the highest quality. They've brought new life to neglected schools, hospitals, goods yards, civic buildings, mills, farms, sectarian buildings and more. Wavensmere love history, heritage and the potential of once-loved locations, giving them a bright new future.



### BELGRAVE VILLAGE

BIRMINGHAM


WAVENSHERE HOMES	Q1 2025
TOTAL UNITS:	326 Units - 1 & 2 bed apartments 112 Executive Units - 2, 3 & 4 bed houses
PRICE POINT:	£208,000 - £325,000



### DALTON HOUSE

DERBY

WAVENSHERE HOMES	COMPLETED
TOTAL UNITS:	59 Units - 1 & 2 bed apartments
PRICE POINT:	£222,500 - £363,000



### MACARTHUR HOUSE

DERBY


WAVENSHERE HOMES	COMPLETED
TOTAL UNITS:	118 Units - 1, 2 & 3 bed apartments
PRICE POINT:	£185,000 - £260,000

## OUR DEVELOPER PARTNERS

# INVESTIN PLC

Specialist in high end residential and commercial property development and investment opportunities.

Investin plc are actively involved in the acquisition of greenfield and brownfield sites for residential or commercial development. With developments throughout the UK and globally. The Investin team are highly specialised in all areas of acquisition, sales, project management and marketing.



## BOULEVARD

BIRMINGHAM

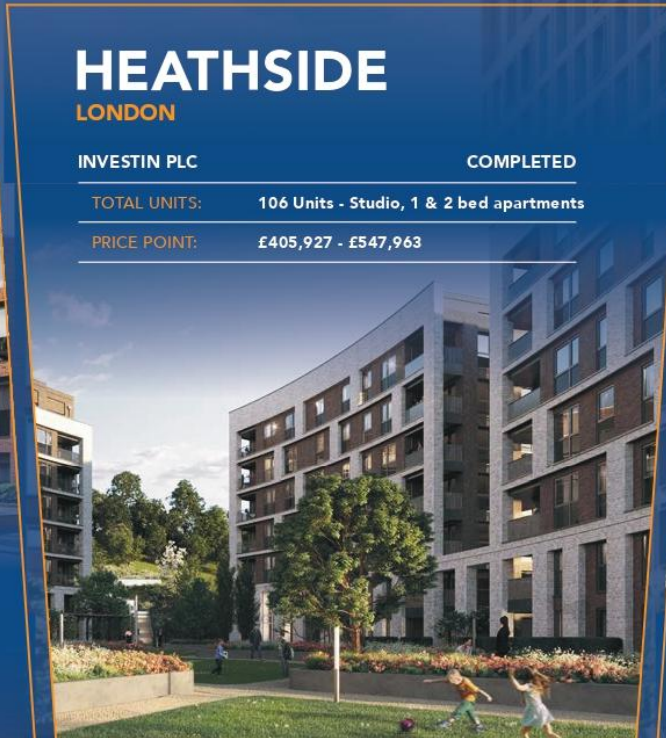
INVESTIN PLC Q2 2025

---

TOTAL UNITS: 278 Units - 1 & 2 bed apartments

---

PRICE POINT: £190,000 - £395,000



## HEATHSIDE

LONDON

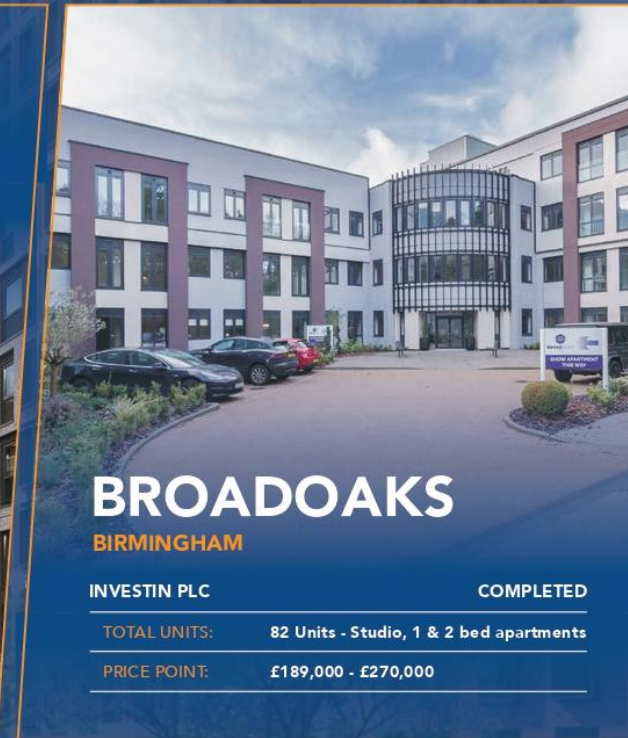
INVESTIN PLC COMPLETED

---

TOTAL UNITS: 106 Units - Studio, 1 & 2 bed apartments

---

PRICE POINT: £405,927 - £547,963



## BROADOAKS

BIRMINGHAM

INVESTIN PLC COMPLETED

---

TOTAL UNITS: 82 Units - Studio, 1 & 2 bed apartments

---


PRICE POINT: £189,000 - £270,000

## OUR DEVELOPER PARTNERS

# CitiHaus

Our own development arm (with its own contractor). Previously named Factory Estates and has an extensive track record.

CitiHaus is a Manchester based residential development company established in 2013. To date, the company has developed in excess of 1000 dwellings in Manchester area, with a gross development sites under construction, with an estimated gross development value of £175 million.



**PHOENIX**  
CAMBRIDGE

CITIHAUS	Q4 2024
TOTAL UNITS:	13 Units - 1, 2 & 3 bed apartments
PRICE POINT:	£350,000 - £605,000


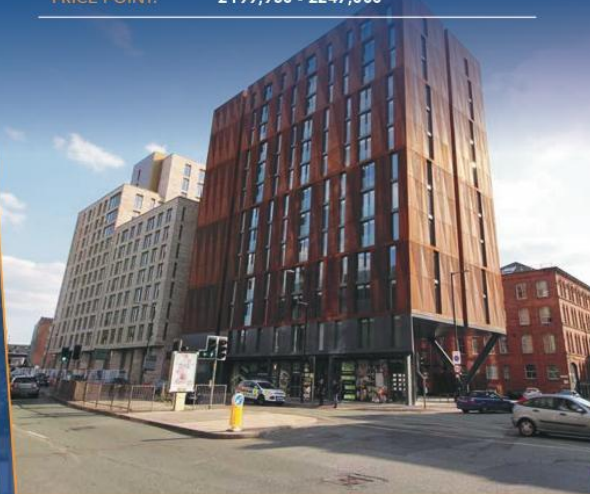
## OXID HOUSE MANCHESTER

CITIHAUS

COMPLETED

TOTAL UNITS: 119 Units - 1 & 2 bed apartments

PRICE POINT: £199,950 - £247,000



**BURLINGTON SQUARE**  
MANCHESTER

CITIHAUS	COMPLETED
TOTAL UNITS:	273 Units - 1 & 2 bed apartments
PRICE POINT:	£199,995 - £340,000



OTHER EXAMPLE DEVELOPER PARTNERS:

RENAKER



heaton group

romal capital  
Investing in Liverpool for life



REGAL  
LONDON



Galliard  
Homes



kings crescent homes

YEAR-TO-DATE

# 2024 SALES PERFORMANCE

SINCE THE COMPANY INCEPTION IN 2013, WE HAVE DELIVERED OVER **£1.5BN** IN GROSS DEVELOPMENT VALUE, EQUATING TO OVER **3,000 UNITS**.



YEAR 2021

**GDV: £125M**

NUMBER OF  
UNITS SOLD: 410

YEAR 2022

**GDV: £153M**

NUMBER OF  
UNITS SOLD: 490

YEAR 2023

**GDV: £173M**

NUMBER OF  
UNITS SOLD: 540

YEAR 2024

**GDV: £225M**

NUMBER OF  
UNITS SOLD: 662

\*UNITISED SALES ONLY

# EXAMPLE PRICE POINTS - ONE BEDS

OUR CURRENT PRICES RANGE FROM:

**£137,587 – £2.3M**

AVERAGE SALES PRICE IN 2021:

**£170K**

AVERAGE SALES PRICE IN 2022:

**£254K**

AVERAGE SALES PRICE IN 2023:

**£318K**



## SILKYARD

DERBY

**£139,000**

ELEVATE PROPERTY GROUP

Q2 2025

TOTAL UNITS: 258 Units - Studio, 1 & 2 bed apartments



## PAVILION WHARF

MANCHESTER

**£179,950**

FORSHAW GROUP

COMPLETED

TOTAL UNITS: 160 Units - 1, 2 & 3 bed apartments



## W RESIDENCE

MANCHESTER

**£340,000**

SALBOY & RELENTLESS DEVELOPMENTS

Q3 2027

TOTAL UNITS: 217 Units - Studio, 1, 2 & 3 bed apartments



## CLUNY MEWS

LONDON

**£925,000**

SALBOY

COMPLETED

TOTAL UNITS: 35 Units - 1, 2 & 3 bed apartments



# MITIGATING **CLIENT** RISK



## CLIENT FUNDS

API Global has a fixed reservation fee of £5,000 per unit, irrespective of property price, which is transferred to API Global UK LTD to secure the reservation, before being transferred immediately to the relevant developer account. All other client funds are transferred to the clients designated conveyancer ESCROW account. This segregation ensures that client money is not used for any other purpose.

Clients are made aware of all fees associated with their investments, including transaction fees, property management fees, and any other future acquisition fees. Transparency in fee structures helps build trust and avoids potential misunderstandings.

## DEPOSITS & PROTECTION

API Global aim to offer clients investment opportunities with low capital exposure on exchange of contracts. This is achieved by securing projects with lower exchange deposits (10%-20%) and implementing some form of deposit protection, such as an insurance policy or developer corporate guarantee. Fully protected deposits can offer an interesting investment opportunity alone.

Adding an assignability clause to the purchase and sale agreement is another layer of protection we insist on offering to clients. Essentially the clause protects the client should they not be able to complete the investment, due to bereavement, loss of employment or similar. API Global will aim to replace the client by assigning the contract to a new purchaser, and return the original clients exchange deposit.

## PORTFOLIO OPTIMISATION

Protecting client funds is not a short-term strategy, at API Global we believe in protecting and growing client funds long-term, through portfolio optimisation. We can provide clients with clear and regular updates on their portfolio performance, including professional advice on how to maximise their return on investment.

Our sophisticated client portal utilises machine learning to plugin to multiple data points (live mortgage rates, live FX rates, interest rate, Rightmove house prices index, etc) and provide our clients with the best possible picture of the market. The advice may be do nothing, sell one or more of the investments, refinance, or release equity and reinvest.

---

We also have Bluecrest as a financial backer should this ever be required.

A RESEARCH COMPANY

# MARKET RESEARCH

First and foremost, API Global is a research company. When assessing the next investment opportunity, API Global implements a structured and comprehensive governance process to ensure informed decision-making, minimise risk, and protect client funds.



The research element of the process is fundamental. It provides the foundation to the entire investment opportunity. API Global conducts thorough research across the UK to identify the best locations in which to invest. The aim is to provide investments which generate sustainable capital and rental growth.

Our London based team of professionals use data analytics to project upwards trends and assess key market indicators to identify 'best in class' investment opportunities for our global client base.

PAGE 1  
NEW DEVELOPMENT CHECK

**DEVELOPMENT OVERVIEW**

DEVELOPMENT NAME  
DEVELOPER FULL ADDRESS  
DEVELOPER NAME  
DEVELOPER ADDRESS  
DEVELOPER COMPANY NUMBER  
VAT REGISTERED (Y/N)

**PROPERTY DETAILS**

DESCRIPTION  
TYPE OF LIMITS  
PARKING AVAILABILITY & PRICE  
FURNITURE PACK PRICING  
USAGE/ID OR RESIDUAL  
YEARS ON LEASE  
ESTIMATED COMPLETION  
LONG STOP DATES  
SECURITY AVAILABLE  
REACTIVITY AVAILABLE  
SPECIFICATION DETAILS  
DETAILED FLOOR PLANS  
INTERNAL & EXTERNAL CPTs  
POINT OF CONTACT FOR ALL TENDER CONSTRUCTION UPDATES

**DEVELOPER DETAILS**

DEVELOPER NAME  
LIST ALL AUDITED ACCOUNTS  
LIST OF ALL DIRECTORS  
LIST OF ALL MAJORITY SHAREHOLDERS  
NYC OR DIRECTOR & SHAREHOLDER LISTING WITH MAJORITY OR SPV  
PROOF OF LAND OWNERSHIP  
ESPECIALLY IF SPV OR IN A TRUST COMPANY  
ARE THERE ANY FUNDS HELD IN ACCOUNT OR ARE THERE ANY TRUSTS HELD FOR FUNDS  
DEVELOPER'S DEBTS  
IS THERE AN ENTITY THAT IS A PART OF THE COMPANY  
HOW WAS THE LAND PURCHASED AND HOW WAS IT FINANCED

PAGE 2

**DEVELOPER DETAILS**

DEVELOPMENT DETAILS

**DEVELOPMENT DETAILS**

RESERVATION

**LEGALS**

PAGE 3

**LEGALS**

**SITE VISIT AND VALUATION**

**INVOICING**

**CONTROL AND APPROVAL**

API GLOBAL

# DUE DILIGENCE

## PROJECT PROPOSAL

Once the market research component has been concluded, the project proposal will be presented to the dedicated Investment Committee for evaluation and review, along with the detailed due diligence document. By implementing a thorough due diligence process, API Global can mitigate risks, and therefore protect client long-term.

## SECURING THE PROJECT

# DEAL STRUCTURES

Following a positive decision from the investment committee, API Global will consider applying one of four deal structures to securing the project, dependent on various factors like project size, risk profile, investor preferences, and required capital.



### MASTER AGENCY

API Global acts as a bridge between developers and investors, handling sourcing, marketing, and distribution. We don't invest capital directly. This model is applied when dealing with well capitalised developers.



### UNDER WRITING

API Global uses own capital to purchase the property upfront and then on-sells to investors throughout construction phase. This involves investing significant capital upfront. Any units unsold by practical completion will be purchased by API Global.



### JOINT VENTURES

API Global teams up with developers or other investors to co-fund and co-manage a project. We invest capital alongside our partners in this structure. For example, API Global may invest the equity to acquire the land and the developer takes the senior debt facility.



### DEVELOPING IN-HOUSE

API Global acquires and develops the property themselves under our development arm - Citihaus, then sells units to investors. This also involves using our own capital upfront for acquisition and development.

API GLOBAL LICENSING

# OUR STATUS

API Global has the necessary regulatory status for taking referrals from advisors for property investments in UK, Hong Kong, Dubai and Singapore



## LONDON

Office FC, Salisbury House  
29, 398-9 Finsbury Circus  
London  
Company No. 10723928



## HONG KONG

API Global Hong Kong Limited  
181 Des Voeux Road Central  
Sheung Wan  
Company no. 70665137-000-05-23-3



## DUBAI

API Global DMCC  
502 Swiss Tower  
Plot JLT-PH2-Y3A, JLT, Dubai  
Company no. DMCC889383



## SINGAPORE

160 Robinson Rd,  
#14-04, SBF Centre,  
Singapore, 068914  
KEO License No: L30100231

FROM THE NETHERLANDS

# WHY INVEST IN THE UK



## **ECONOMIC TIES**

The UK and the Netherlands share strong trade relations, facilitating smoother investment processes.



## **CURRENCY ADVANTAGE**

Favourable currency fluctuations can enhance returns for Dutch investors.



## **PROVEN ROI**

The UK property market has a history of delivering strong and stable returns for international investors.

# THE API GLOBAL ADVANTAGE



## **TURNKEY SERVICES**

End-to-end property investment solutions (research, purchase, property management).



## **LOCAL EXPERTISE**

In-depth knowledge of the UK market and its nuances.



## **PROVEN TRACK RECORD**

Case studies or examples of successful investments in various UK cities.



## **FULL TRANSPARENCY**

Clear, easy-to-understand investment structures with no hidden costs.



## DISTRESSED ASSETS

### API GLOBAL'S ORGANIC GROWTH JOURNEY

API Global has built a solid foundation for success through internal funding and a deliberate, controlled growth pace. This approach prioritizes long-term stability and allows for agile decision-making without external influence.

To capitalize on market fluctuations and offer unique opportunities to clients, API Capital Partners established a joint venture strategy in 2023. This partnership with BlueCrest Capital provides access to a £40 million funding line, specifically aimed at acquiring near-completion distressed property developments.

Partnering with BlueCrest Capital allows API to offer BMV distressed assets to clients. Clients benefit from market opportunities, while API derisks investments for funders through asset or bad debt acquisition.

## DETRAFFORD ESTATES

The first successful acquisition in 2023 showcased the model's potential. API Global acquired 76 units across 3 completed blocks from DeTrafford Estates, offering them to clients at a 10-15% discount. This deal not only secured value for clients but also helped resolve the financial exposure of two major banks involved in the project in Daiwa Securities and Maslow Capital.

Building on this success, API Capital Partners seeks to expand its network and structure more mutually beneficial deals with the same model. This approach offers exciting prospects for clients seeking unique investment opportunities while contributing to the company's continued growth.



API Capital Partners adopts a broader approach to distressed assets, seeking opportunities across various sectors and asset classes. While residential investments remain a core focus, their expertise extends to non-performing loans, deals out of administration, and other distressed asset types, offering a wider range of investment options for their clients.

DETRAFFORD ESTATES - 2023

SOLD OUT  
**48HRS**

76 UNITS  
ACROSS THE 3 BLOCKS

- St Georges Gardens
- City Gardens
- Sky Gardens





# TAX CONSIDERATIONS & FINANCIAL STRUCTURE



## TAXATION ON INVESTMENT

Understanding the UK tax system is crucial for foreign investors, and something API Global and our partner companies can assist with.



## FINANCING OPTIONS

Various financing avenues are available to Dutch investors, tailored to individual needs.



## CURRENCY EXCHANGE

API Global assists in managing currency risks, ensuring investors capitalise on favourable exchange rates.



**QUESTIONS &  
ANSWERS**

# NEXT STEPS

## CONTACT US

Reach out via our website or call us directly.

---

## INITIAL CONSULTATION

Schedule a meeting to discuss your Investment goals.

---

## ACCESS INVESTMENT PORTFOLIOS

Explore tailored Investment packages designed for Dutch Investors.

A photograph of a modern brick building with a rooftop garden. The building is constructed from light-colored bricks and features large windows and balconies. The rooftop garden is visible on the right side of the building, with several green plants. The sky is a clear, bright blue. The text is overlaid on the right side of the image.

In summary, investing in UK property through API Global offers Dutch investors a strategic avenue for robust returns, backed by our expertise and comprehensive services. We look forward to partnering with you on this lucrative journey.

Note: The information provided is based on current market trends and projections. Investors are encouraged to conduct thorough research and seek professional advice tailored to their individual circumstances.



API  
GLOBAL

## Product Suite

# Purpose-built and tailored solutions for the alternative fund management industry.

With our comprehensive suite of FX Risk Management, Global Accounts and International Payment solutions, we help **private equity, venture capital, asset managers, real estate,** and **fund-related structures** operate globally with insight and confidence



### Currency Risk management

We take a strategic approach to currency risk management to help you navigate global capital markets. This includes Spot, Forward and Derivative solutions.



### Uncollateralized Hedging Capability

We are able to offer capital efficient hedging facilities up to 5 years forwards without the need for Initial or Variation Margin.



### International Payments and Collections

Send and receive payments in foreign currency from across the world.



### Global accounts

Open named IBAN accounts in key fund jurisdictions, including Luxembourg, Singapore, Netherlands, UK, USA, Hong Kong, Ireland, and more.

Majority owned by  
 Santander

40+ offices  
in 20+ countries

Bloomberg  
top ranked forecaster

Local accounts offering  
in 20 countries

Capabilities in  
130+ currencies

1,700+  
employees





● Global account solutions

We offer dedicated named local currency accounts in 20+ countries:

 Australia AUD	 Hong Kong CNH, EUR, HKD, USD	 UK 29 currencies*	 Belgium 29 currencies*	 France 29 currencies*
 Netherlands 29 currencies*	 Luxembourg 29 currencies*	 Canada CAD	 Ireland EUR, GBP, USD	 Poland EUR, PLN
 Spain 29 currencies*	 Denmark DKK	 USA USD	 Bulgaria BGN	 Hungary HUF
 New Zealand NZD	 Norway NOK	 Singapore SGD	 Sweden SEK	

\*Note: 29 currencies list: AED, AUD, BGN, CAD, CHF, CNH, CZK, DKK, EUR, GBP, HKD, HUF, ILS, JOD, JPY, NOK, NZD, OMR, PLN, QAR, RON, RSD, SAR, SEK, SGD, THB, TRY, USD, ZAR

Ebury IBAN or bank infrastructure used depending on local setup

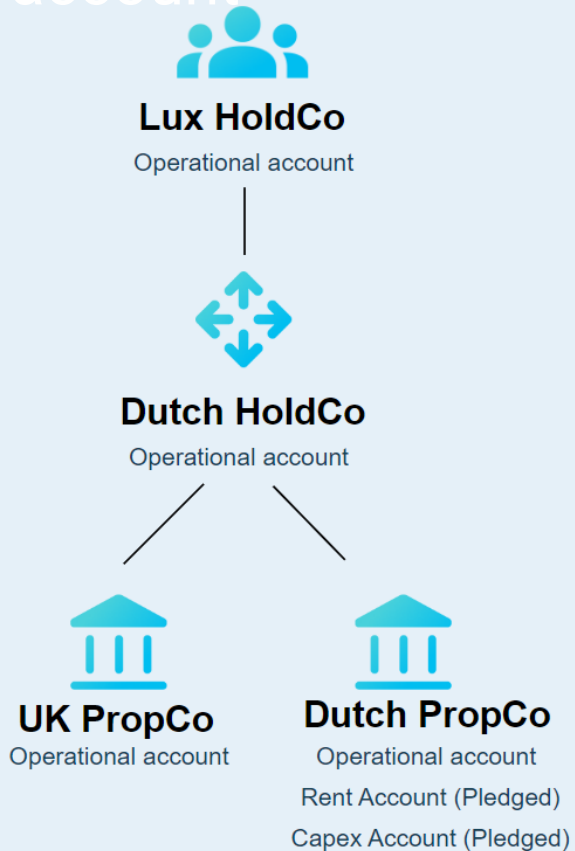
Ebury's BIC code	Ebury's IBAN – real example	CITI BIC code	CITI Bank IBAN / Account number
 EBURGBA1	GB48EBUR231228607XXXXX	 CITIUS33	CITIUS33 / xxxxxxxx
 EBURNL21	NL55EBUR79963XXXXX	 CITIIE2X	IE91CITIIE2XXXX



● Pledged account example

Entire (real estate) investment structure with 1 provider while maintaining ease of use and adjustable authorisations per

account



**IBAN accounts**

Local account details in 10+ countries and foreign currency accounts in an additional 20 currencies.

- SPV & compartment accounts
- Pledged accounts
- Specific Authorisations and permissions per account

**1 platform**

All accounts are accessible through a single platform with a single login. Use our online platform to pay, receive, convert, hold balances, download statements, customise access rights and approval flows, and more.

**2-3 week onboarding**

Once the documentation is complete, your account can be opened in 2 to 3 weeks, depending on the cash account type.



## ● Currency risk management

# Ebury supports with Foreign Exchange hedging on fund and operational level

### Type of forwards

- **Fixed forwards** (fixed amount, rate, and settlement date )
- **Window forwards** (fixed amount, rate, and flexible settlement period)
- **Dynamic forwards** (benefit from favorable exchange rate movements, protection on the downside)
  
- Uncollateralized FX hedging lines

### Hedging as strategy for risk management

- **Asset disposal/purchase** - hedges the purchase or disposal of an asset.
- **Property capex** - Hedging ongoing costs like property management fees, maintenance, and utilities paid in the local currency.
- **Debt repayment** - Managing currency risks tied to loan repayments if the borrowing is in the foreign currency.
- **Rental income** - Mitigating the risk of fluctuating exchange rates affecting periodic rental payments received in the local currency



## ● Why Ebury



### **IBAN accounts**

Local account details in 10+ countries and foreign currency accounts in an additional 20 currencies.

### **1 platform**

All accounts are accessible through a single platform with a single login. Use our online platform to pay, receive, convert, hold balances, download statements, customise access rights and approval flows, and more.

### **2-3 week onboarding**

Once the documentation is complete, your account can be opened in 2-3 weeks, depending on the cash account type.

### **Regulation and Safeguarding**

Ebury is regulated in the EEA by the NBB in Belgium, FCA in the UK, and registered with the DNB and CSSF in The Netherlands and Luxembourg.

### **Currency risk management**

We support funds in managing their currency risk and specialise in hedging for exposure in emerging market currencies.

# Outline

11:00 - 12:15

- Claudia van Haeften and Pepijn Philipse: Welcome
- Ron van Bloois: Geographical diversification for Dutch parties
- Richard Lynch: Cross-border investment opportunities in UK, benefits of investing in the UK, touching on the various elements such as security and due diligence, locations, purchase process and what is driving the UK property investment market) (20+10min Q&A)
- Dexter Rinkel: Management of currency risks (10min+5min Q&A)

12:15 - 12:30 Walk

12:30 - 14:00 Business lunch at Dicky's



**Societeit Vastgoed**  
*International (SVI)*