Welcome to the Alternative Investments Summit Asia 2014!

Graham Rowan
Erik’s Story
What We’ll Cover

A. Why we’re all here
B. Main theme
C. Q&A on main theme
D. Investment ‘speed dating’
E. Jonathan Macey on art investing
F. Q&A on art investing
G. Wine, canapes, networking.
Who is Graham Rowan and why should you care?
‘IT AIN’T WHAT YOU MAKE THAT MATTERS

IT’S WHAT YOU KEEP’

Graham Rowan
My Strategy

Invest in real assets that will hold/increase their value and/or throw off passive income

Look for an angle...

Mix of wealth creation & wealth protection
Real Diversification

• Different asset classes, not just stocks & shares
• Different geographies (Own The World)
• Different currencies
• Different timescales
• Different risk profiles
• ‘Traditional’ AND ‘Alternative’ (c.f. medicine)
Extract From My Own Portfolio

- Stocks and Shares in UK, Europe & Japan
- UK care homes
- Buy To Let in UK (currently net seller)
- Hardwood forestry in Costa Rica
- Tourist property in Paris
- Hotel suite in Cape Verde
- Gold & silver bullion
Disclaimer

• I’m not an IFA
• These investments are not protected by the FCA
• You must do your own due diligence or speak to an IFA
• This material is provided for information only based on my own research and investment decisions and does not constitute investment advice
The Good News...

We’re all living longer than ever!
The Bad News...

We’re all living longer than ever!
Looking after Mum & Dad...
Looking After Mum & Dad

- The social need
- A creative solution
- Risks and returns
Dottie’s Story
800,000
G8 Dementia Summit

Global action against dementia
The Creative Solution
Clifton Moor Dementia Care Home
Investment Summary

- Own a suite in a 70 room dementia care home near Wigan
- £36,000 developer finance option
- £90,000 outright purchase option
- 10% rental guarantee for 10 years
- 125% sell back
# The Passive Returns

<table>
<thead>
<tr>
<th>Investment</th>
<th>+ive Rental</th>
<th>Sell Back</th>
<th>Total</th>
<th>10 yr ROI</th>
</tr>
</thead>
<tbody>
<tr>
<td>£36,000</td>
<td>£19,800</td>
<td>£112,500</td>
<td>£132,300</td>
<td>267.5%</td>
</tr>
<tr>
<td>£90,000</td>
<td>£90,000</td>
<td>£112,500</td>
<td>£202,500</td>
<td>125%</td>
</tr>
</tbody>
</table>
High Returns

• 10% gross, 8% if standard rate income tax withheld
• Leverage of developer finance
• High income or high capital growth
Manageable Risks

- Care home doesn’t get built
- Management company underperforms
- We run out of old people
- A cure for dementia is found
Multiple Exit Strategies

• Extend sub lease for 5 years
• Sell back for 125% (10 yrs)
• Sell on open market
• Revert to 50/50 profit share in main lease
• Compulsory buy back at 125% or market price
Andrew’s Story
Hawthorn Care Village, Burnley
Joint Venture with Lancashire Council

• Only 12% of care home stock meets new EU standards

• They will provide 70% + of patients
5 Year Exit Strategies

• £38,250 developer finance option
• 5 year exit strategy with 115% sell back gives net payout of £74,800, ROI 95.5% or 19.1% p.a.
• £85,000 outright purchase option
• 5 year exit strategy with 115% sell back gives net payout of £140,250, ROI 65% or 15% p.a.
10 Year Exit Strategies

• £38,250 developer finance option
  • 10 year exit strategy with 125% sell back gives net payout of £125,800, ROI 328.8% or 32.8% p.a.

• £85,000 outright purchase option
  • 10 year exit strategy with 125% sell back gives net payout of £191,250, ROI 225% or 22.5% p.a.
Special Deals for reservation by 30\textsuperscript{th} May*

**Clifton Moor**
- 2 suites for £99K
- 1 outright at £90K
- First 3 years rent paid up front so investment reduced to £63K
- Second suite at £36K on developer finance
- Positive cash flow begins in year 4

**Hawthorn Village**
- 10 suites available at pre launch discount of £5,000
- £80,000 outright purchase
- Or £36,000 deposit on developer finance rather than £38,250

* Take until 30\textsuperscript{th} June to complete due diligence and make final decision
Investment Process

- Choose suite(s)
- 1 page reservation form
- £500 deposit
- Contract pack sent by email
- Sign and return
- Transfer balance of funds
- Exchange date sets payment anniversary
Any questions?
Investment Speed Dating

Savage Chickens

SPEED DATING

THIS IS GOING SO WELL I THINK WE'VE ALREADY SPLIT UP

www.savagechickens.com
B) Looking After The Planet...

- UK company, US management team
- Melina trees grow 100’ in 12 years
- Harvests in years 4, 8, 10 and 12
- £21,000 investment forecast to produce £75,000 return
- 24 year option produces 10x returns
End of plantation offer

- 10% extra trees if you invest in May
- Minimum investment £7,000
C) Looking After Your Sanity

- 3 Valleys ski apartment in Les Menuires
- 20% VAT rebate, up to 4.2% rental guarantee
- 2 bed circa €375K, up to 80% mortgages
D) Looking After Your Wealth

- Relocate tax residence to Gibraltar
  - £2m net worth and a qualifying home = category 2 = max of £29K income tax p.a. on worldwide income
  - No inheritance tax
  - No dividend tax
  - No CGT
  - No VAT

- Properties from £1.9m to €24m
E) Looking After Your Returns

Co-investment opportunity in Chelsea
- 89 apartments, GDV £185 million
- Planning permission and section 106 in place
- Debt finance in place for land acquisition and most of development cost
- £32 million of private equity, £16 million already raised
- Minimum investment £2 million, max £16 million
- 80% return over 4 years
Our Commitment to the Region

Wealth Invest UK

- Wealth Invest Singapore
  - Erik Barreto
  - 318 Tanglin Road
  - 01-32 Phoenix Park
  - Singapore 247979

- Wealth Invest Beijing
  - Miranda Lin
  - Overseas Investment Centre
  - 2710 Blue Castle International Centre
  - 3 Xidawang Road, CBD
  - Beijing

2 Eaton Gate
Belgravia
London SW1W 9BJ
Our Singapore Office
At The LPS Show in Beijing
1:1 Meeting Tomorrow?
Thanks For Listening!

Time for Jonathan Macey