

SPORTS &
ENTERTAINMENT
PRIVATE EQUITY

2018

2020

Lending to Football Clubs

**Building Relationships
Creating Value**

Your Bridge to Financial Flexibility



An Attractive and Flexible Financing Opportunity

Are you in need of liquidity?
Or would you like to exploit an investment
opportunity without selling your existing assets?

TOPAZ Capital Market SLP loan, tailored to your personal needs, will increase your financial flexibility. For example, it provides a quick and simple way of bridging any business liquidity shortages.

Alternatively, you can use the loan to invest in potentially exciting opportunities without touching your existing securities assets.

Loan

Our loans can be approved swiftly and simply against a pledge of assets that can easily be converted into liquidity – such as TV Broadcasting, Sponsorship Agreements, Players Transfer Agreements, Future Transfer Rights of Squad Players, any kind of Future Receivables.

The applicable loan-to-value ratio will depend on the type, currency, quality, volatility and strength of the counterparty.

So Easy
So Swift



Process

Our Sport Desk is a specialized Investment and Private Equity firm that originates, underwrites, structures and funds high-yield debt transactions, primarily in Sports Finance through our our representation offices and agents.

Our primary focus is on middle market transactions (between € 500 000 and € 100 000 000), although we are well positioned to complete larger transactions that fit our parameters.

Our Sport Desk achieves superior risk-adjusted yields while maintaining capital preservation as our highest priority. We can realize these results by focusing on privately negotiated transactions, employing conservative underwriting standards, building creative structures and planning for multiple exit strategies.

We utilize quantitative as well as qualitative methodologies in reviewing and underwriting opportunities. In addition, we leverage our extensive experience and expertise in finance, legal, workout, restructuring, operations and risk management.

Where appropriate, TOPAZ Capital Market SLP can assist project sponsors in structuring, financing, restructuring, workout or acquisition opportunities.

Our approach to investing is a bottom-up and top-down analysis of fundamentals and the underlying collateral.



Track & Field Sports Management

Our Sport Desk sports management leadership is unmatched. Using well know worldwide Football Advisers with many years of experience in dealing with world class athletes in competition management, media activities and many other related services in the sport of athletics. While we are known for our association with some of the marquee athletes in the sport, our network and influence extends beyond the athletic stadium.

**So Proficient
So Experienced**

Strengths

- * Understanding various levels of secured asset positions
- * Creative structuring of investments with a view towards capital preservation and achieving appropriate risk-adjusted returns Syndicating Transactions with multiple investment partners.
- * Originating transactions through our proprietary deal flow to access international market opportunities.
- * We leverage our internal resources, along with expertise obtained through our top-tier legal and local consultants, to achieve customized financial solutions, timely transaction review and asset level management.

Investment Criteria

How much will it cost?

Transaction costs are wholly dependent on the contract managed by TOPAZ Capital Market SLP. The rate is dependent on the risk profile of the income stream, the length of the contract and the strength of the contracted party.

What do clubs use this accelerated cash-flow for?

Most clubs generate substantial amounts of cash, however, not necessarily at the time they need it. Clubs typically use this accelerated cash-flow facility for a range of activities, including but not limited to; CAPEX, stadium expansion, player acquisitions etc.

What restrictions are placed on how clubs spend the money?

No restrictions are generally placed on clubs either by our investors or by TOPAZ Capital Market SLP.

Transfer funding

The partners have completed over 100 player transfer transactions using its proprietary structuring technology. Player transfer transactions have two distinct hallmarks - *they are seasonal with the majority of the activity occurring between June to September and they represent the acceleration of a senior-secured receivable that typically carries a 24/36/60 month exposure horizon.*

The investor's risk assessment is focused on the buying club not paying the subsequent instalments on the contractually agreed dates. Offsetting this collateral risk is the preservation of football creditor status associated with the trade. This enables the obligation to retain super senior security throughout the life of the obligation. Pricing on these transactions will vary based upon the underlying credit of the buying club.



Broadcasting Media

We are able to raise loans using these receivables as security. TOPAZ Capital Market SLP has extensive expertise in telecommunications and media finance and our customers can be confident that we are well positioned at the heart of the industry. Our specialists have an in-depth knowledge of the telecommunications and media market and we are able to offer flexible finance arrangements. Funders and documentation have to be approved by the Broadcaster and the Club.

Other Receivables

We work closely with clubs in identifying those receivables held by the club that could be eligible for financing. These include the commercial contracts in catering, pouring rights, naming rights, corporate sponsorships.

As with Broadcasting revenues, it is very common for the amount of a sponsorship contract to include bonus or additional payments that may depend on one or more of a number of factors as well as a regular annual amount payment due in one or more instalments each year at agreed times during the life of the contract.

Advances against the future revenues under commercial contracts will involve detailed due diligence and specific requirements which are likely to include:

- analysis of the underlying contract terms, including any potential variations to basic sponsorship amount;
- a credit risk analysis of the contract counterparty;
- ensuring moneys are paid into a secured account controlled by the investor and that the contract counterparty has acknowledged the arrangements; and
- general additional provisions to ensure that the club complies with the terms of the contract and that it is not terminated early.

Stadium and Asset Finance

We are able to source funding for new stadiums, stadium development and asset acquisition. Some of these transactions require innovative structuring in order to give the client the most competitive rates but at the same time ensure that the funder has adequate security.



TOPAZ

CAPITAL  MARKET

«Your Partner on the Debt Capital Market»



BATSELA
ASSET
MANAGEMENT

Batsela Asset Management, our representation agent in France, is a duly licensed financial institution with ORIAS registration number 16003021 (IOBSP)

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