

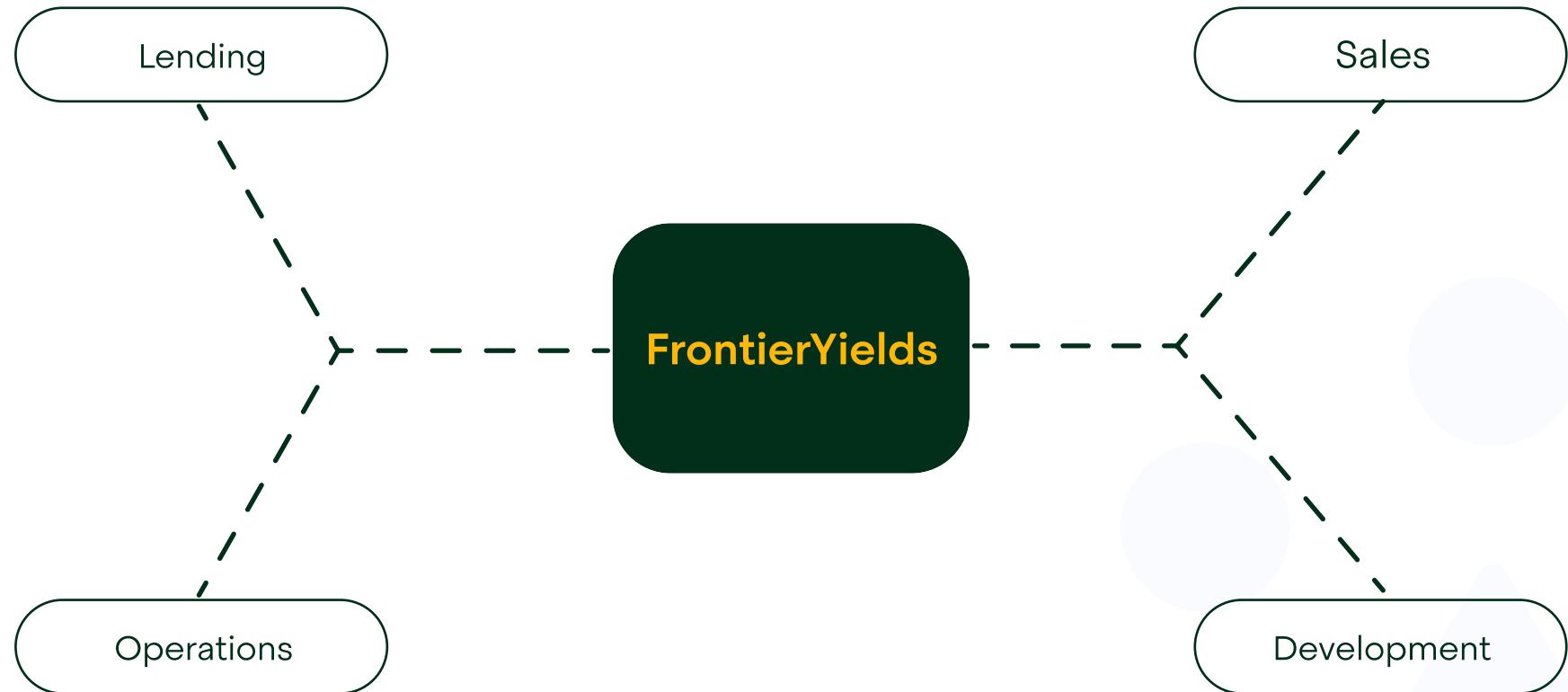
FrontierYields

**High returns and margin
of safety in emerging real-
estate**



Long Term Vision

A vertically integrated real estate company



Long Term Vision

20%+

Projected annual ROE

- ✓ Focus on acquiring projects at a fraction of fair market value via lending operations which also develops and operates prime, high yield properties
- ✓ Lending operations alone to generate double digit IRR
- ✓ Focus on selective acquisition of prime properties based on high margin of safety and high projected yields

The Problem

Many emerging market real estate markets are extremely illiquid due to lack of available financing

Unencumbered properties with very attractive return profiles are unable to obtain financing at any LTV ratio, regardless of collateral

Hard money lenders are charging mid teens (14%) and higher to provide financing

In Panama, banks claim to not be officially processing real estate loans until at least August

Covid related restrictions and eviction and foreclosure moratoriums have led banks to become even less likely to lend

The Opportunity

- We believe we can provide financing solutions which allow competitive interest rate arbitrage from developed markets (borrow < 6%, lend \geq 10%) without currency risk by operating in USD markets (such as Panama, Ecuador, and Belize)
 - We believe we can structure deals such that there is very low risk to the lender
 - We see the weak finance system in emerging markets as an opportunity
-

- We believe we can obtain a large margin of safety, providing loans at a conservative 50% LTV estimate
 - We believe we can build a real estate portfolio with high cash returns from non performing loans
-

FrontierYields Approach

1

Someone comes to us asking for a loan. They are required to post property as collateral for the loan.

2

We do an assessment of what we believe the property is worth based on comparable sales and cash flows

3

We offer a loan amount that we believe is 50% of the fair market value for the property

4

We structure the loan as an interest only sale / leaseback. The property owner sells the property to us for 50% of what it's worth

5

We placed the property in a corporate holding structure when we purchased it .

Valuation Approach

1. We will not accept traditional appraisals

2. We will value properties based on:

- Recent comps
 - Depreciated replacement cost of structure
 - Likely 10% FCF yield
-

3. We will only finance properties we would like to own

Non-Performing Loans

We finance 500k to a property owner with 1M in what we determine as equity value.

After 2 years, at 10% interest payments, our cost basis in the property has been lowered to ~300k

Assuming a 10% FCF yield at 1M, based on our cost basis the property can be operated at a 30% FCF yield

We can operate the property while it is held for resale with similar financing terms

Resale is tax efficient - a new lease arrangement, no capital gains

Operational Capabilities

- Management team has more than a hundred years in combined real estate experience
- Management team has raised hundreds of millions in total equity for dozens of private and public companies
- Management has extensive experience in deal flow, underwriting, sales and marketing, operations and liquidation

Management Team

Calvin Froedge

HEAD OF OPERATIONS

ABOUT

- Diverse investing experience
- 4 years operating successful vacation rental business in Boquete, Panama at near 100% occupancy
- Develops fundamental valuation software in shipping and maritime trusted by hundreds of funds and family offices
- Part of \$14M project modernizing Hilton Hotels international booking and reservation systems
- 15 years of software development experience, including portfolio management systems for major commercial real estate portfolios
- Developed KYC and AML solutions for major cryptocurrency projects
- Highly proficient Spanish language skills
- Has helped develop and market hundreds of software and ecommerce platforms transacting in aggregate hundreds billions of dollars
- Deep experience working with high traffic / mission critical systems in advertising, healthcare, and industrial automation

Management Team

Kirt Barker

HEAD OF LAND MANAGEMENT

ABOUT

- Masters in forest management from Yale
 - Began an international career in forest science, land use planning, value added wood products, low impact development and reforestation
 - 25 years experience investing in central American land
 - Controls more than 800 acres, 30M worth of prime, unencumbered land in Panama
 - Ran land management and conservation programs at state and national levels
 - Experience working for the World Bank, the United Nations, Unesco, and Winrock
- International in more than twenty countries, mostly emerging markets, including Central America, Africa, Southeast Asia, and the Former Soviet Union
- Fluent Spanish skills

Management Team

Justin Rambo

HEAD OF PROPERTY
MANAGEMENT AND DEVELOPMENT

ABOUT

- 30 years property development and management experience
- Developed hundreds of millions in property in Aspen, CO and New Orleans, LA
- Ran 8 figure annual budget with over 100 employees doing design/build construction projects in Aspen, CO
- Work featured on cover of Lux Magazine
- Highly proficient Spanish language skills
- Ten years experience operating rentals and doing design/build in Panama
- Licensed contractor in Panama

Management Team

Mike Vuytowecz

HEAD OF UNDERWRITING

ABOUT

- 25 years experience as US mortgage broker
- Runs Inside Panama, top 3 real estate brokerage by transaction volume in Panama
- Has been involved in ~1100 deals in Panama since 2007
- Operates with his wife > 40 rental properties in Boquete and Coronado
- Receives large portion of monthly available deal flow in Panama

Management Team

Gustavo Badell-Sebrihant

HEAD OF LOCAL RELATIONSHIP
MANAGEMENT

ABOUT

- Panamanian born
- Established relationships with founders of major banks and regulators in Panama
- Runs energy trading and consulting firm involved in bunkering and reliability for the canal of Panama
- Thirty years of experience in the hydrocarbon industry, working for state owned and multinational energy companies including PEMEX, Schlumberger, and Ecopetrol
- Focused on operational and reliability projects for major energy projects in Latin America

Management Team

Kumar Thangudu

Head of growth

ABOUT

- Has helped founders raise more than 30M in seed and angel capital
- Founded LinkTexting.com which drove hundreds of millions of app downloads
- His company, EngineerSF, built infrastructure for crypto and financial exchanges handling billions in transaction volume
- Controls dozens of investor groups focused on fintech innovation
- Large number of fintech and startup focused followers in Twitter, Quora, Facebook, and other platforms
- Employs development and marketing teams in Pakistan and Nigeria and has helped multiple fintech platforms raise money

Management Team

Joel Arberman

Head of Compliance

ABOUT

Currently runs Growth Backers, helping early stage companies gain access to institutional capital and public listings

- Has taken more than 25 companies public in US markets
- Founded Maxim Mortgage Corporation, which grew from nothing to 80M in transaction volume, 2.3M in revenue, and 125 employees in the first year of operation
- Founder of three publicly trading companies
- Held analyst position at the largest independent banking firm in Canada
- Assisted with public offerings, direct public offerings, direct listings and reverse mergers that enabled entrepreneurs to raise \$250+ million in capital, complete \$100+ million in acquisitions and employ 15,000+ people

Progress



Roadmap

Q3 2021

11M+

In equity based financing

Q4 2022

70%

Lent out from initial equity

Q1 2023

30M & 900k

In global assets and Gross interest proceeds

Q2 2023

- Obtain Nasdaq listing
- Access global bond markets for decreased cost of capital

Thank you

