



Tal Lev Ari Fink

Work Experience

CIM Group (London)

January 2023 – present

Managing Director – Head of Credit Europe (Portfolio Oversight)

- Set up the European credit business for CIM Group – identified market opportunities for Europe and defined the European lending strategy, developed European term sheets, markets analysis, legal & licensing, tax and structure set-up
- Successfully built a brand name for CIM Group in Europe through active participation in panels, interviews, Q&As, industry events and network of contacts
- Generated a pipeline of c. €14bn worth of opportunities (45% of which through direct relationships) over 15 months, across the UK (40%) and Western Europe (60%)
- Sourced and negotiated back leverage for the European credit platform across two strategies of investment/transitional loans and development loans
- Developed an ESG policy for the European credit business

LaSalle Investment Management (London)

January 2017 – September 2022

Managing Director - Head of Operations (Debt & Value Add Strategies)

- Responsible for all operational aspects of the debt & value add platform. The platform advised and/or managed 10 commingled funds and separate accounts active across four strategies: whole loans, development finance, mezzanine finance/transitional assets and value add, with committed capital in excess of £5.0bn
- Set up and managed the loan asset management team. The team oversee borrowers' relationships, monitor, actively manage and restructure/work-out loan investments across all debt funds
- Led the portfolio management team, which is in-charge of portfolio composition, all fund models/performance, investor reporting and investor communications. The team, alongside a centralised client capital team, is also leading capital raising across all strategies. Since joining, I had overseen the structuring, set up and capital raise of 5 commingled funds & separate accounts
- Managed the finance team and loan agency function until these functions were spun off into a separate internal function in 2019
- Diversified pan-European portfolio spanning multiple sectors, including alternatives and operational assets
- A member of the UK Enterprise Risk Management Committee, Debt & Value Add ESG committee, the European Sustainability Task Force and the Global Sustainability Committee

GE Capital Real Estate (London)

February 2013 – January 2016

Head of European Debt Asset Management (Performing Loans)

- Oversaw a £3.0bn European performing loan book secured by properties in the UK, Germany, France, Ireland and Spain. Was responsible for maintaining & developing key clients relationships
- As part of the global sale of GE Real Estate assets, facilitated the sale of the performing European loans, the sale of the non-performing German loan book and sale/DPO/restructuring of all European debt tail positions
- Drove Pan European Debt Asset Management expansion, including integration of the Deutsche Post Bank loan portfolio & first European loan on loan transaction. Scoped, negotiated and oversaw the appointment of a third party agent and servicer for the performing European loan book
- Managed the platform's most complex loans: multi-tranche, syndicated, securitised, loan on loans. Headed the business' operating loans book - hospitality, healthcare and leisure
- Fronted lenders steering committees and led restructuring, refinancing & recapitalisation of non-performing loans. Achieved full repayment of high risk operating loans
- Drove simplification & automation of reporting matrices and processes, established data accuracy & consistency of IT systems – resulting in increased capacity of asset managers to manage additional loans

MAWNEY Partners

**Delek Global Real Estate (London)**May 2012 – January 2013*Senior Management Team - VP Finance*

- Managed the financing of the Group's £2.0bn Pan-European commercial real estate portfolio across the UK, Germany, Switzerland and Finland
- Led the restructuring and extension negotiations of "vintage 2005-2007" loans achieving improved cash distributions from property owning subsidiaries
- Set up the Group's budget and monitored cash management and liquidity requirements

Citigroup - Citi Private Bank (London)December 2009 – February 2012*Director/ED Senior Banker – Ultra High Net Worth client coverage within the Israeli market and Jewish Diaspora*

- Introduced 15 relationships worth \$3.0bn and supervised asset management & portfolio management of client accounts together with Investment Counsellors and Product Specialists
- Directed and coordinated transactions for clients with the Investment Bank, Real Estate Financing Group and Institutional Capital Markets Desk

First International Bank of Israel (London)**Credit Department**April 2009 – November 2009*Advisor on the Loan Book and Bolstering of Deal Credit Approval Processes*

- Strategic review of the loan book, with a focus on real estate positions, and execution of strategy through asset management, disposal plans and enforcement
- Defined and established the framework & parameters for revised credit approval processes

Lehman Brothers (London) – Global Real Estate GroupJuly 2002 – September 2008*Director/VP*

- Complete deal cycle experience: origination, underwriting, committee presentations, due diligence, negotiations, legal documentation, execution and asset management
- Closed over \$5bn real estate transactions for Lehman Brothers – equity, senior loans, mezzanine loans and corporate facilities
- Pan-European experience, including: the UK, Germany, Switzerland, France, Sweden, the Netherlands, and Central Eastern Europe

Head of the "Israeli Desk" - Debt Focus

- Established and headed the coverage of Israeli clients active across Europe
- Main focus of the business was senior lending (min. £50m) against commercial properties in Western Europe, predominantly in the UK and Germany.

Head of CEE Operation – Equity Focus

- Originated and led the first real estate transaction of Lehman Brothers in Eastern Europe: acquisition of a 5% stake in a development company focused on residential developments in Romania, Ukraine, Turkey, Croatia and Moldova
- Focused predominantly on JV equity opportunities for developments across the region in particular in Poland, Hungary, Romania and Ukraine

Bridge Equity Team – principal investments alongside Blue Chip sponsors

- Managed and syndicated bridge equity positions, such as Coeur Defense and Devonshire House

Hotels & Hospitality Deal Team

- Led and underwrote numerous hotel transactions across Europe including London, Warsaw, Paris, Prague and Zurich, most notably the recapitalisation of Meridien (corporate) through its debt restructuring (£1.8 billion) and JV arrangements with the new equity partner.

Lehman's Leadership Program

- Chosen to be part of Lehman's Leadership Program, an initiative designated for talent earmarked for fast track promotion. Promoted to a VP position one year ahead of time.



Lehman Brothers (Israel) – Investment Banking Division

September 2001 – July 2002

Intern/analyst

- Specialised in M&A valuation models of Israeli high-tech companies

Shekel & Co law firm

August 1999 – August 2001

Intern/lawyer

- Tax lawyer – specialised in international taxation
- Published an article in “Missim” – professional tax magazine

Education

Tel Aviv University

September 1996 – March 2000

LLB - graduated “Cum Laude”

- Bachelor degree in accounting - graduated “Cum Laude”

Military Service

Intelligence forces

July 1994 - December 1995

MAMRAM – *computer programming course*

March 1994 – June 1994

Personal

Qualifications: an “Approved Person” by the FSA, Private Client Investment Advice and Management (PCIAM) certificate and member of the Israeli bar association

Languages: Hebrew: mother tongue; English: fluent

British passport holder