

**Client:** Patron Capital  
**Source:** Loan Talk (Web)  
**Date:** 09 July 2014  
**Page:** N/A  
**Reach:** 2424  
**Value:** 65

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## Optimum Credit lands GBP20m funding line

Secured lender, Optimum Credit, has landed a £20 million, three year revolving credit facility from RBS, to support the business's growth ambitions...

Cardiff-based lender, Optimum Credit, a specialist provider of secured loans for homeowners in England, Wales and Scotland, has gained support from RBS with an extensive £20 million three year revolving credit facility, which is extendible under an accordion arrangement.

Backed by Patron Capital, Optimum Credit was launched in October 2013 and is set to become a significant player in the UK second mortgage industry where intermediary relationships and service excellence play a key role in maintaining business growth.

Commenting on the funding line, Nick Parkhouse, Senior Director of RBS, said: "We are delighted to be supporting Optimum and Patron in this endeavour. RBS has a longstanding relationship with Patron and have been extremely impressed with the Optimum management team through our due diligence process. We look forward to working with them in realising their business ambitions going forward."

Nick added: "Their management team is probably the most experienced in the UK, bringing some unique ideas to the market and their technology platform is already significantly more sophisticated than the systems used by their competitors."

Jonny Jones, Finance and Risk Director at Optimum Credit added: "RBS has been a fantastic partner for us. Nick's team has an in-depth understanding of our marketplace, and they have been willing to support us in our aim of bringing real innovation to the sector. Ours is a growth business, and RBS has the scale and breadth of expertise to be able to continue to support us as we develop into one of the UK's leading second charge lenders.

"We have been delighted with the support the business has received from RBS in addition to the finance originally provided by the Welsh Government. We will create nearly fifty jobs over the next few years, many of which are senior roles, and with backing from RBS we will rapidly become an important part of the Welsh financial services industry."

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[http://www.loantalk.co.uk/article-desc-1042\\_optimum-credit-lands-%C3%82%C2%A320m-funding-line-](http://www.loantalk.co.uk/article-desc-1042_optimum-credit-lands-%C3%82%C2%A320m-funding-line-)

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**Client:** Patron Capital  
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**Page:** 43  
**Reach:** 6500  
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## Patron, Meridia launch Spain JV targeting €800m

Private equity firms Patron Capital, London-based, and Meridia Capital, based in Madrid and focused on hotels, are launching a joint venture for Spain real estate opportunities with target equity of over €400m and total investment of €800m.

Founded by Chairman and CEO Javier Faus, Meridia will invest up to €150m from its new Meridia Iberian Real Estate Fund, which targets equity of €150m, while Patron, founded and led by Keith Breslauer, will contribute around €250m. The two executives have cooperated before, and Breslauer said he is looking forward to again working closely with Faus. "Our partnership with Meridia will add incredible value to our business and help us deploy our equity in the Iberian markets," he said. Patron has had an office in Barcelona for 11 years, run by Pedro Barceló - who added that the partnership will help Patron benefit from the new cycle in Spanish real estate.

The firm already has a fund, Meridia Capital Hospitality I, which is fully invested and practically fully exited so that, "this is a fundamental step in our aim to expand our franchise into new alternative investments, always pursuing the best value for our investors," Faus said.

Established in 1999, Patron runs some €2.5bn of capital across several funds - including its most recent Fund IV - and related co-investments. It invests in property, corporate operating entities whose value is primarily supported by property assets, and distressed debt and credit related businesses. Meridia combines over 50 years' experience in real estate and hotels, and bases investment strategy on existing properties primarily in key gateway cities. Its target has been to build a balanced portfolio with a significant stake in emerging markets. ■ pie



Northern Horizon Capital has closed a first deal for its new healthcare fund. An asset of interest could be the Ålgen 24 in Stockholm which went to Hefab Fastighets last year.