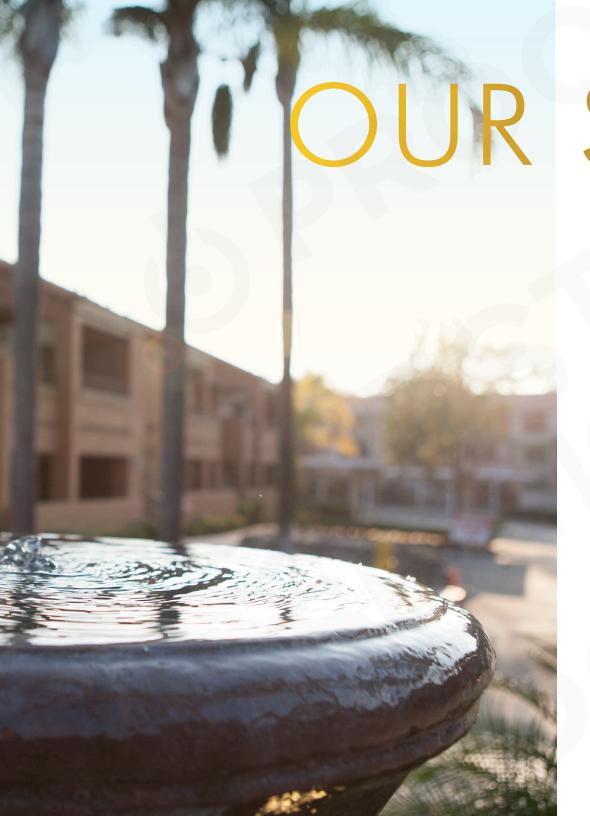




### ASLAN SECURED INCOME FUND I, LLC

Creating Value in Real Estate™



### JUR STORY

Founded in 2001, Aslan is a nationally recognized real estate investment management firm headquartered in Costa Mesa, California. Since inception, the firm has managed numerous investment funds, institutional separate accounts, and high net worth investment vehicles for both debt and equity.

Aslan Realty Group was initially created to address a profitable market opportunity in Southern California real estate: multi-family renovation and reposition. During the early years of Aslan, thousands of apartment units and condominium homes were acquired, renovated, managed and sold. During the "Great Recession" of 2008 Aslan Principals created an affiliated company, Aslan Residential, to acquire distressed single-family residential homes, including those held by several of the nation's largest lenders and mortgage servicers. Using similar investment fundamentals as those used in multi-family assets, single-family homes were acquired where an economic, functional or value-add strategy could be employed to increase sale value. During the years that followed, Aslan Residential acquired over 2000 homes with over \$800 million in sale proceeds.

Since the "Great Recession" private lending has also experienced increased demand as traditional banks have tightened standards and left a void in the debt

marketplace. An improving real estate climate and more media exposure have increased the number of developers pursuing the "buy and flip" and "buy and rent" business models. The lack of debt options and the increasing number of developers have created a vacuum that private money originators have seized upon to increase their originations to over \$30 billion annually.

The Aslan lending platform was a natural extension of the single-family reposition business, Aslan Residential. Aslan lending provides capital for fix and flip projects, construction loans, and for developers looking to hold a property through project stabilization. A developer often needs quick funding to control a transaction or may not meet the strict requirements of conventional banks. Therefore, these loans are typically at higher interest rates than conventional residential or commercial property loans because of the certainty and timeliness of execution and the shorter duration of the loan. This higher interest rate provides our investors an attractive stable return, with greater liquidity, and without the same risk associated with real estate equity investments.

Over time, Aslan has successfully invested through several real estate cycles. This historical experience provides the unique perspective to identify risk-adjusted opportunities while prioritizing capital preservation. Today, **Aslan Secured Income Fund I, LLC**, under the careful supervision of Aslan Capital Management, LLC, provides an excellent risk/reward profile to obtain safe and consistent annual yields with a **7**% Preferred Return for its investors.









Aslan Capital Management produces results with our greatest asset – our human capital. We have assembled a seasoned team of professionals and affiliates whose overriding philosophy is to enhance and steward investor capital. This is accomplished through our disciplined approach during underwriting, due diligence, capital structuring, and affiliate selection. The Aslan team members directly responsible for oversight are:



Mr. Schafer is President & CEO of Aslan Capital Management. Mr. Schafer's efforts focus on sourcing capital, structuring transactions and developing business strategies. Under Mr. Schafer's direction, Aslan has participated in transactions in excess of \$2.5 billion.

Mr. Schafer has over thirty years of management experience within the real estate industry. During his career he has managed and/or transacted over \$3.5 billion in real estate assets. Prior to founding Aslan, Mr. Schafer co-founded and served as the President of Lyon Capital Ventures, a multi-family investment and development company based in Southern California.

Mr. Schafer graduated with a Bachelor of Science degree in Business Administration from Miami University and earned a Masters of Business Administration from the Harvard Business School. He enjoys fitness, golf and Cincinnati Bengals football. He has been married to his wife Barb for 35 years and has three adult daughters.

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### THOMAS G. RAKOW

Mr. Rakow is the Chief Operating Officer at Aslan Capital Management and a founding Partner in the firm. Mr. Rakow's efforts focus primarily on sourcing capital, asset acquisition and divestitures, as well as corporate operations. Since joining the firm, Aslan has participated in transactions in excess of \$2.5

Mr. Rakow has thirty years of experience within the real estate, investment banking and medical device industries. He began his career at Bristol Myers-Squibb Co, where he held senior level sales and marketing positions in the medical device divisions including Western Vice President for Zimmer Orthopedics. Thereafter, Mr. Rakow transitioned into Investment Banking where his responsibilities included extensive interaction with Wall Street investment firms, venture capital and small capitalization companies. He has participated in numerous Private Placement, IPO and Secondary Offerings.

Mr. Rakow graduated with a Bachelor of Science degree in Business from the University of Wisconsin - Milwaukee and earned a Master of Business Administration degree from Marquette University. He enjoys boating, fitness, road biking and supporting USC & Green Bay Packers football. He has been married to his wife Peggy for 30 years and has two adult daughters. Mr. Rakow is also fluent in German.

trakow@aslancm.com | 949.466.8840

### EXECUTIVE: MANAGEMENT



### **IOHN HAYNER**

Mr. Hayner is a Partner with Aslan Capital Management, bringing legal and banking expertise to the firm. Mr. Hayner's efforts focus primarily on sourcing international capital and working with foreign intermediaries, family offices and international lending institutions.

Formerly, Mr. Havner ran the International Practice

Group for a large multi-national law firm with over 450 associates and during that time worked closely with several successful EB5 regional centers and direct investors. Mr. Hayner has extensive international experience which includes working with numerous banks and law firms

throughout Asia. As a result, Mr. Hayner has successfully facilitated well over \$100 million of foreign direct investment into the United States from China. Earlier in his career Mr. Hayner was Senior Vice President at Bank of America Private Bank, headquartered in Charlotte, North Carolina, where he led a team of over 70 elite wealth strategists.

Mr. Hayner earned his undergraduate degree from California State Fullerton and earned a Juris Doctorate (Law) degree from Western State University with an emphasis in international business and finance. He is a Six Sigma Black Belt, has finished 9 full marathons (and counting) and loves to stay active. He has been married to his wife Mariel for 16 years and has twin sons.

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### ERIC W. WARBRICK

Mr. Warbrick is the Vice President of Finance and Accounting for Aslan Capital Management and joined the company in 2012. In this role Mr. Warbrick is responsible for the supervision and review of all financial operations, preparation of financial statements and management of cash flows for all operating companies and funds for Aslan

Capital Management and affiliated companies.

Prior to joining Aslan Realty Group, Mr. Warbrick was a Senior Tax Manager at Haskell & White LLP with 13 years of public accounting experience. During his tenure at Haskell & White, Mr. Warbrick had a focus in real estate, manufacturing and retail industries. Mr. Warbrick has significant experience working with small corporations and partnerships with an emphasis in real estate and tax-exempt organizations. Mr. Warbrick has also been heavily involved in individual, corporate and real estate tax planning and consulting.

Mr. Warbrick graduated with a Bachelor of Science in Business Administration with an emphasis in Accounting from San Diego State University and has maintained a CPA designation since 2000. He has been married to his wife Ashley for seven years and has two young children.

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At Aslan, we endeavor to effectively manage the capital, people, resources and opportunities that have been entrusted to our care. We believe that is the first step in corporate Stewardship.

John S. SchaferPresident & CEO



## OUR VALUES

**STEWARDSHIP:** Effectively managing the capital, people, resources and opportunities entrusted to our care. Producing results for our investors and opportunities for our people while building a stronger more durable business.

**INTEGRITY:** Being ethically grounded and honest in our interactions and choices. Inspiring trust through our words and actions, and taking responsibility for our conduct.

**RELATIONSHIPS:** Believing we are created to be in relationship; caring for and investing in the lives of people as we seek to positively impact others.

Caring for and investing in the lives of people is one of our Core Values. At Aslan we work diligently to create an encouraging environment which will positively impact those around us.

- Thomas G. Rakow Chief Operating Officer

### FUND SUMMARY

FUND	Aslan Secured Income Fund I, LLC					
TARGET YIELD	7% Preferred Return to Fund Members					
DISTRIBUTIONS	Paid Monthly					
OWNERSHIP	Investors hold ownership interests as Members of the LLC					
OFFERING SIZE	\$20 million with potential to increase to \$100 million					
FUND MANAGER	Aslan Capital Management, LLC					
PRINCIPAL EXPERIENCE	Aslan Principals have acquired, renovated, managed and sold over 2000 homes with sale proceeds exceeding \$800 million					
MANAGEMENT FEES	1% of Invested Capital					
INVESTMENT LOAD	None					
FUND LEVERAGE	Currently None: Limited to 30% of LLC assets					
MINIMUM INVESTMENT	\$100,000					
COMMITMENT PERIOD	Minimum of 24 months					
REQUIREMENTS	Investors must meet Accredited Investor net worth or income standards (\$1M net worth, excluding residence or \$200K/year income if single, \$300K/year if married)					
INVESTOR REPORTS	Quarterly Statements					
FUND STRUCTURE	100% owned by Members					



# FUND FOCUS

**Aslan Secured Income Fund I, LLC** provides debt capital for lending directly or indirectly to developers who purchase, renovate, and resell homes or small commercial projects. The target investment criteria for Aslan Secured Income Fund I, LLC is as follows:



Interest Rates	7 -10%					
Lending Points	1-3 points					
Loan Term	6-18 months; Typically, 8-9 month average					
Loan to Value	90% of acquisition price or 70% of BOV (Broker Opinion of Value: post-renovation)					
Collateral	1st trust deed on real estate asset					
Primary Geography	Southern California – Greater Los Angeles, Orange, and San Diego Counties Northern California – Greater San Francisco Bay Area Texas – Greater Austin, San Antonio, Dallas, and Houston					
Loan Size	Units: 1 – 10 units Amount: \$200,000 – \$2,000,000 (Aslan Secured Income Fund I, LLC invests in portfolio opportunities)					
Project Condition/Age	Class "C" or better Typically, 5-50 years old					
	VALUE-ADD: Acquisitions typically benefit from renovation and/or management improvement. The local sub-market must allow for repositioning of the property and should also have favorable market dynamics. Renovations typically include kitchens, bathrooms, flooring and exterior enhancements. Occasionally the renovation scope includes structural changes to overcome functional obsolescence.					
Developer Scope	STABILIZATION: A small apartment or commercial project may need additional capital to get from construction through lease up. Once sufficiently leased, more cost-effective/traditional financing can be applied.					
	NEW CONSTRUCTION: A small portion of the Fund invests in new projects when a demonstrable advantage is uncovered in the marketplace.					

For more information about investing with Aslan Secured Income Fund I, LLC capital, please contact:

### **TOM RAKOW**

trakow@aslancm.com 949.466.8840

## FUND STRATEGY & YIELD

Aslan Secured Income

Return for investors

Aslan Secured Income Fund I, LLC is an open-ended investment fund that originates loans directly or indirectly to developers who purchase, renovate, and resell homes or small commercial projects primarily in California and Texas. These loans are typically based upon the underlying value of the asset, a method referred to as "Asset-Based Lending". When

assessing a developer's "value add" opportunity, the underwriting and funding must often be deliverable Fund I, LLC seeks to produce within 48 hours for the developer to control safe and consistent annual the transaction. As such, Aslan Secured Income yields with a 7% Preferred Fund I, LLC focuses on market inefficiencies that exist between traditional lenders and borrowers,

primarily short funding timelines. Efficient execution by Aslan and its partners provides an ideal opportunity to command premiums on loans for borrowers who value timeliness and certainty of execution over the cost of capital. The combination of relationships, underwriting efficiency, and immediate capital access, are paramount for the developer's success and use of Aslan funds.

The primary risk mitigation with "Asset-Based Lending" is the relative loan size compared to the liquidation value of the asset. Consequently, Aslan and its partners make every effort to determine the appropriate LTV (loan to value) prior to any financing. This underwriting process is similar to how over 2000 homes were evaluated at Aslan Residential. Developers typically

> provide 10% - 25% of the capital needed to purchase the property. Concurrently, Fund loans are secured directly or indirectly by a first lien on the property. Thereafter, developers enhance the value of the real estate through renovations. This results in lower leverage on the finished asset

(typically <70% of BOV) with a greater margin of safety for the investor.

Aslan Secured Income Fund I, LLC seeks to produce safe and consistent yields in strong markets with minimal risk. With this objective, the Fund targets lending opportunities with a minimum 9% interest rate. This allows Aslan to operate profitably and pay a 7% Preferred Return to investors per annum on a monthly basis.







### INVESTOR ADVANTAGES

Aslan Secured Income Fund I, LLC is an investment opportunity for those seeking an attractive risk-adjusted return in real estate. High net worth individuals and families, registered investment advisors, family offices, and institutional investors are typical Aslan clients. For our investors, real estate and real estate debt are often significant components of a well-diversified portfolio. An allocation to first trust deeds may reduce overall portfolio volatility, provide attractive risk-adjusted returns, and are not closely correlated to the stock market. Investors in Aslan Secured Income Fund I, LLC are required to commit capital for 24 months. When a redemption is requested, investor capital is repaid from monthly maturing loans. With many loans maturing each month, investor repayment can generally be completed within 1-2 months depending on investment size and market conditions.

As the comparative chart below demonstrates, private money lending through Aslan Secured Income Fund I, LLC provides an excellent risk-adjusted return opportunity.

	PRIVATE MONEY	BONDS	APARTMENTS	INDUSTRIAL	OFFICE	RETAIL	HOTEL	STOCKS
Unleveraged Return %	7%	2%-4%	4%-5%	5%-6%	5%-8%	5%-8%	6%-9%	?
Invested Capital to Asset Value	70%	100%	100%	100%	100%	100%	100%	100%
Liquidity (Days)	100	1	365+	365+	365+	365+	365+	1
Diversification (# of Loans/Assets)	100+	N/A	1-10	1-10	1-10	1-10	1-10	N/A
Cap/Interest Rate Exposure	Low-Moderate	High	High	High	High	High	High	N/A
Market Inefficiency	High	Low	Low	Low	Low	Low	Moderate	Low
Competitive Landscape	Moderate	High	High	High	High	High	High	High
Unleveraged Return % (Ranking)	#2	#7	#6	#5	#3	#3	#1	?
Leverage Return % (Ranking)	#2	#7	#6	#5	#3	#3	#1	?
Lowest Risk Profile (Ranking)	#2	#1	#3	#4	#5	#6	#7	?
Risk / Reward Profile (Ranking)	#1	#2	#3	#4	#5	#6	#7	?

Note: Rankings are subjective and make assumptions on: future performance, leverage, liquidity, cap rates, and more. The rankings, while intended to be unbiased, have a low-risk emphasis.

For more details about investing in Aslan Secured Income Fund I, LLC, please contact:

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## CASE STUDY

### 2413 ARION CIRCLE | AUSTIN, TX 78730

Note: Borrower is a developer that self-financed the initial construction. Upon reaching the drywall stage, the developer sought additional funds to complete the home for future sale.

- Purchase Price + Rehab Expenses: \$750,000
- Estimated ARV: \$825,000
- Loan Amount: \$600,000
- Interest Rate: > 9%
- Fees: \$12,795 (2.13%)
- Term: 6 months
- Time to Close: 6 days





### LENDING PROCESS

### STEPS TO ORIGINATE, EVALUATE AND FUND

Aslan's history of success is a result of a disciplined investment approach, significant industry experience, and our team's broad capabilities in the core areas of the management process. The detailed STEPS TO ORIGINATE, EVALUATE AND FUND using Aslan Secured Income Fund I, LLC capital are as follows:

### MARKETING

Marketing is ongoing to source new and repeat borrowers.

### **INFORMATION REOUIRED**

The property address, purchase price, estimated value, intended use, debt requested, pictures (if not on MLS), and past projects completed are requested. The sales contract and plans are supplied if applicable.

### LOAN TRACKING

Detailed information regarding the loan request is entered into the database for tracking. This serves as a Mail Merge for loan request forms and loan tracking as the loan progresses to maturity.

### **OPEN TITLE**

Once terms have been agreed upon, title is "opened" and a payoff statement is ordered from the current lender. Corporation documents, hazard insurance (lender as mortgagee) and personal information are also sent to title.

### QUOTE / NEGOTIATE TERMS

Based upon the underwriting, terms are quoted (rate, fees, term, prepayment, etc.) and are based upon perceived risk. If there are contingencies to funding, these are identified in the term sheet or loan quote email.

### UNDERWRITING

The loan and key property variables are underwritten to determine the value of the property and the loan amount offered.

### **CONFIRM CLEAN TITLE**

The preliminary title report is reviewed and confirmed to avoid any unexpected encumbrances. The title officer is contacted to confirm a "clean" title report.

### **DRIVE REPORT**

The inspection company is contacted to schedule a "driveby" review of the property. The inspector takes pictures of the exterior and through windows when possible. Once received, the property condition is verified to be consistent with underwriting.

### **CREATE LOAN DOCUMENTS**

Once title is confirmed, final terms and personal information are entered into the loan database. This is used to Mail Merge terms into a standard loan document template. Then, documents are sent to the title company for signature and closing.

### **REVIEW HUD**

Prior to funding, the HUD is reviewed to confirm the payoff amount (if applicable), and payment of any fees.

Once the loan is successfully funded, Aslan or its affiliates will carefully monitor the progress of the loan. Each loan draw is scrutinized to ensure compliance with loan documents and consistency with the Fund's objectives. Additionally, Aslan or its affiliates manage monthly borrower collections to ensure timely loan payments and the collection of late fees when necessary.

### **CLOSING PACKAGE RECEIVED**

Shortly after funding, title/escrow will deliver the closing package which will include the original loan documents and checks for lender fees and interest. The title policy will be delivered soon

### WIRE FUNDS

When all steps have been completed, funds are wired to the routing and account number supplied by the escrow company.

### SIGN DOCUMENTS

The title/escrow company will arrange the signing of the loan documents. Once completed, an electronic version will be returned. Upon receipt, the loan documents are reviewed again to ensure accuracy and proper signatures.





### ASLAN SECURED INCOME FUND I, LLC

### ASLAN CAPITAL MANAGEMENT, LLC

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