

If raising capital is a distraction from your core business and you would rather be building, selling or leasing, give us a call



If you need capital to fund a real estate project, you have three options:

1. Borrow the money
2. Find a JV partner
3. Find one or more LP Investors

If you choose #2 or #3 call us
we can:

- a. Help you find a JV Partner
- b. Help you sell shares yourself- Self- syndication or,
- c. Have a broker/dealer sell your shares

We specialize in helping you sell shares yourself

Imagine a company that actually understands what investors need to analysis real estate investments.

Open Source Capital understands what it takes to present real estate investments to sophisticated investors, i.e. strong documentation and regulatory compliance, experienced operators, and a professional team of financial executives and attorneys dedicated to tailoring a successful experience to all stakeholders.

Our mission is to provide the best possible service to those who have honored us with the task of supporting their business.

Accessing the Capital Market with Self-Syndication

- Since 2008 capital market conditions have changed and a diverse mix of real estate funding sources has emerged. Along with these changes, having an online intermediary to help Issuers raise capital has been growing.
- Many Issuers have lacked a culture of seeking external advisors, and as a result, they may not be gaining access to the right network of lenders and other sources of capital.
- With the increase in cross-border capital and changing investor strategies, it's become increasingly difficult to navigate the market. We are now seeing an increase in the number of firms outsourcing their capital raise functions to third-party professionals.
- As more financing options evolve, the Open Source Syndication Model is carving a niche in the market by helping clients wanting external support and advice to source capital for more complicated deals, and even to structure senior financing, mostly due to expanded government regulation and a greater demand from capital providers looking for transparency in business plans and expanded modeling of project cost and cash flows. Issuers need a structured approach when trying to break into the public/private syndication market, it takes time to show people that you are knowledgeable and that you are here for the long game.”
- For more information on Open Source Syndication contact your capital advisor

If you only read one page of this document- you should read this one

Some companies disdain the thought of raising capital.

They believe that if they spend time finding good projects the capital will come.

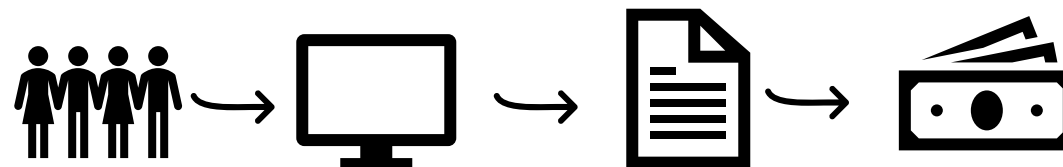
Unfortunately, that is not the case. If you are one of them then you should rethink your strategy.

Capital is the lifeblood of real estate and not having the right resources committed to the process is the kiss of death.

Reasons to start raising capital online

The first mover advantage

- If your competitors are not focusing on global financing already they soon will be, because the market is growing and will become more competitive.
- Every day you are ahead of your competitors, you have an unfair advantage. Every day you are behind, you're playing catch-up.
- Online capital raising opens up a flood of traffic and you will find that it also unlocks other opportunities that were not foreseeable.
- Online capital raising is often the catalyst that will enable you to start pre-selling or pre-leasing, without expensive advertising.
- When raising capital, our goal is to get you funded with the least amount of friction.
- Raising significant amounts of capital begins with our preparing your offering documents to align with the goals and expectations of your targeted investors. It's a process we focus on early by identifying the gaps in your business plan as they relate to the goals of the investors that will be your financial partners. We strive to remove or lessen those gaps by preparing models and documents that can be used to provide flexible solutions to both debt and equity raises as needed.



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Start Your Global Syndication Strategy Today

Managing all the duties of raising capital for real estate projects can be challenging and stressful. Wouldn't it be great to have help?

Open Source Capital is a company that promotes Syndication as a business strategy and not just a way of funding a single deal.

Let our team of professionals redefine the way you raise capital



**Regulation D 506c Offerings
Powered by Open Source Capital**





How We Work with You

- Our comprehensive on demand syndication service bridges the gap between “country club equity” and full-service investment banking
- Once your strategy is understood and your documents are completed you can begin raising debt and equity capital in a compliant manner
- The cost saving is considerable and our service provides a practical solution that can be used to achieve both your short-term and long- term strategic capital raising objectives

Our Six Steps to Raising Capital using Platform Financing

- 1. Design a Digital Capital Marketing Campaign
- 2. Prepare Offering Documents
- 3. Post deal
- 4. Market your project
- 5. Meet investors
- 6. Close the deal



Private Investors



Capital formation is shifting from investment banks to entrepreneurs

How Long Does a Typical Syndication Take?

Eight to twelve weeks from the time you engage us to the time you receive the funds, but there are a lot of factors that go into this timing including, your willingness to provide timely information necessary to get the PPM completed, your reviewing of all the documents, investor due diligence, answering questions related to investor due diligence, and closing the transaction. The market for syndication is unique in that every transaction is a story about both the Issuer and the project.

The success and timing of your syndication depends on several elements:

- your experience as an issuer
- your asset class
- the location of your property
- the quality of your asset
- third-party reports
- the term and conditions of your offering
- the pricing of your offering
- how well your offering is prepared and documented
- how well the process is run

Documents

There are five primary documents that you will need to review:

1. The Financial Models- excel spreadsheets showing all relevant cost, the capital stack, investors returns, and sources and uses of funds.
2. The PPM is the primary offering document and contains detailed information about your company, the project, and your management team. You are responsible for the information provided in the PPM, so you need to be comfortable with its contents.
3. The Operating Agreement- this explains how the company will function as an operating company
4. The Investor Presentation – This is the document that is presented on the portal. The presentation will repeat a lot of the key information from the PPM, the Operating Agreement and the term sheet, but will not contain the same level of detail.
5. The Teaser- this is the document that will be emailed to accredited investor pointing them to the portal site.

The Process

Make your capital raise simple
and affordable

Open Source Capital

REAL ESTATE SYNDICATION

From 1 to 100 Investors

From \$1m to \$100m

Phase I (free pre-engagement analysis)

- 1. Review Business Plan
- 2. Review Project Proforma

Phase II (Engagement & Fee Structure)

1. We will prepare your Deal Structure & Financial Model (Fee \$10,000)
2. We will prepare your Offering documents (\$20,000)
3. We will prepare your Capital Campaign
4. We will post your syndication as a Reg. D 506c Offering on our platform
5. We will implement your Marketing Campaign
6. You will meet Investors
7. We will help you coordinating due diligence meetings and help you arrange the Closing
8. You will pay us a Work Product Fee upon completion of your project financing (Fees varies based on project size and scope)



Structuring Capital Investment Programs for Real Estate

Modern technology and changes in SEC regulations have helped to make real estate syndication available to a broader range of investors. Our solution gives investors greater access to off market real estate deals, reduces the time necessary to subscribe and reduces your time and costs of getting your deal financed.

When should you call us?

Generally, this takes place when you have a signed letter of intent.

We begin by giving you tactical advice on how to structure your syndication in general so that when you get to the contract stage you can quickly reach out to us in advance to make sure that your real estate attorney has included the items in your purchase contract that will give you the time needed to raise money.

In preparation for the call, you should be considering:

1. Who the general partner(s) will be
2. How much money as general partner will you putting into the deal
3. How much money you need to raise and what type of a capital structure do you envision
4. How you propose to split up the profits between GP Members
5. How you propose to split up the profits between the GP & LP Members
6. The length of your project from purchase to exit
7. Your Business Plan and property information
8. Do you qualify as a guarantor for a senior mortgage?
9. Are there any issues that might require disclosure in your PPM
10. Do you currently have any investors

Your follow-up after the call will be to provide us with:

1. The proposed company name of the General Partner
2. The proposed name of the LLC that will take title to the property
3. The names, addresses, and contact information of any partner owning 10% or more of the membership interests in the G/P operating company, or having any management control
4. Background of the managers
5. Information on the proposed General Contractor (if applicable)
6. Name and address of your real estate attorney
7. Information about previous projects or syndications

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You're going to be able to leverage off our experience, but in some circumstances, we may recommend for you to consider teaming up with a JV Partner that has more experience in your asset class, in order to give you more leverage with your lender and investors. You want to be able to tell investors that your management team has done this before, and you're going to be able to say that you have put together a team of people who have significant experience in the asset class you're dealing with and have syndicated properties before. If you want us to find you a JV Equity Partner or a Senior Lender, we offer those services as well.

Next, we are going to work with you to complete your Offering documents.

Now you can go out and start raising money from accredited investors.

We will post your offering on our website

You will have already set up an escrow account and a prepared escrow letter that investors will sign along with your subscription agreement.

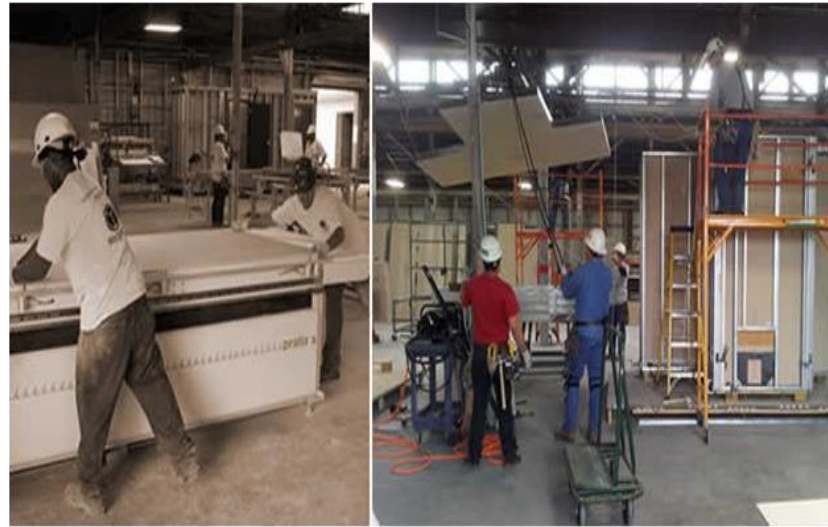
Now we can start your capital campaign and begin driving investor traffic to your portal listing.



If You Need a JV Partner

If you don't have enough equity, but you have extensive experience, you may want to consider teaming up with a Co-sponsor that can provide you some JV Equity, add additional depth to your management team, help you qualify with a senior lender, and help you find additional LP investors.

We will post your JV Equity request on our website and you can begin talking to JV investors right away





Raise Capital for Commercial Real Estate

Real Estate Syndication
Powered by Open Source Capital

About US

- Open Source Capital is a boutique real estate advisory firm with significant industry experience in facilitating the financing of commercial real estate transactions.
- Our management team, in conjunction with our relationships with general contractors, developers, specialized portals and FINRA Member Broker/ Dealers provides a comprehensive platform for institutional quality due diligence, deal structuring and marketing of Regulation D 506c Private Placement Offerings.
- We redefine the way small and mid-size companies raise capital by designing capital campaigns that promote a company's brand and help them to engage with capital providers.
- We believe that investors are more inclined to invest in projects that have been structured and vetted by our management team and that investors and lenders will view these projects as superior to other similar investments