



## **Specialist fund manager with marketplace lending focus to expand into UK real estate**

By Ryan Weeks on 6th February 2017

Fintex Capital's next move comes into focus as firm hires lead for real estate expansion.



Fintex Capital has hired Alan Margolis to lead its new real estate lending strategy. Formerly head of bridging at United Trust Bank, Margolis' career also features COO and CEO roles at Cheval Property Finance. His experience spans residential and mixed use assets, first and second charge lending, and regulated and unregulated loans.

Fintex is a specialist fund manager with a focus on seamlessly channeling institutional funding into the alternative lending sector. The firm sells marketplace loans-backed, euro-denominated bonds to institutional investors. The familiarity of the format aside, Fintex also provides investors with extensive due diligence reports, as well as advanced analytics and monitoring functionality, helping them to get comfortable with the asset class.

The firm's sole origination partner at present is German marketplace lender Auxmoney, which has originated close to €370m in consumer loans to date, according to AltFi Data.

But Fintex is now poised to expand the exposures that it offers to investors. Margolis takes the reins as the company prepares to provide funding to UK-based real estate lenders and platforms. The firm has advised that its focus will be on short-term and medium-term senior secured loans, but is yet to name origination partners.

Fintex founder and chief executive Robert Stafler (pictured above alongside co-founder Jérôme Anglade) said that the company is growing at a good pace, having already issued Eurobonds to “a variety of institutional investors across Europe”.

“We now teamed up with Alan to create a new series of low-risk, low-volatility fixed income investments, all secured on quality UK real estate,” he said. “With Alan on board, Fintex will soon offer highly attractive fixed income returns to institutions in GBP, on a significant scale.”