









THE OTHER LONDON **STOCK EXCHANGE**

CAPITAL RAISING ON PUBLIC MARKETS

Investing in propertyfocused companies gives investors exposure to the property market without needing to invest in and

manage properties directly. Equally, it allows greater diversification in terms of geography and income, for example, from rental yields, capital gains or a combination of the two. Investing in quoted or listed securities on NEX Exchange, investors have the flexibility of access to live prices, liquidity and market makers. On NEX Exchange, investors can benefit from tax exemptions offered by the UK government aimed at helping fuel small business growth. These range from capital gains and inheritance tax reliefs to being able to invest using your Individual Savings Account allowance.

Listing a Real Estate Investment Trust (REIT) on NEX Exchange is a taxefficient way of gaining exposure to the property sector since REITs are exempt from capital gains and corporation tax. Walls& Futures REIT [NEX:WAFR] recently made their first supported housing investment, improving their net asset valueby4.4percent. They also joined the

Social Stock Exchange. With their next fundraise opening soon and partners ranging from local authorities to charities, Walls& Futures REIT gives investors looking at social impact exposureto this sector.

Ace Liberty & Stone [NEX: ALSP] recently announced its annual results. The Group's property holdings grew 32 per cent to over £38.9 m and pre-tax profit increasing to £1.1 m from £0.6m the previous year. Ace continues to growtheir portfolio making further purchases totalling £10.25m in Margate and Barnstaple, ena bling access to investment in these areas.

By contrast VIA Developments [NEX:VIA1] has issued a debenture on NEX Exchange and currently pays investors seven a per cent coupon as they leverage debtfinance to

expand their property development portfolio. Being quoted on NEXExchange has meant that these securities are also eligible to be included in Self-Invited Pensions (SIPPs) and Individual Saving Accounts (ISAs), To see the full range of debtand equity investments available in the property sector, visit nexexchange.com/companies.

> PatrickBirlev is chief executive of NEXExchange.



nexexchange.com



BLACK SEA PROPERTIES [NEX:BSP] -RAISING MONEY & GROWING ITS PORT-FOLIO IN PRIME BULGARIAN LOCATIONS

WHAT DOES BLACK SEA PROPERTY ("BSP") DO?

BSP focuses on generating capital gains through financing, selling and developing property in Bulgaria. BSP concentrates on prime areas such as Bulgaria's Black Sea coast, its ski resorts and the capital, Sofia.

WHEN DID YOU JOIN NEX EXCHANGE?

BSP joined NEX Exchange on 22 August 2016 with a market value of €5.4m. Determined to pursue its investment strategy and create tangible value for its shareholders, 14 months following this listing, today BSP's valuation has risen by over 250 per cent and now stands at €13.7m.

WHAT WAS YOUR EXPERIENCE OF FUNDRAISING WHILE ON THE MARKET?

This month, through our long-term London adviser and broker, Peterhouse Corporate Finance, we completed an equity fundraise of €5.4m from a combination of existing shareholders and new institutional investors.

We've also secured financing for €7 m via a bank loan which has enabled us to acquire the UniCredit Building, an office building with a prime location in the center of Sofia.

WITH THIS ABILITY TO FUNDRAISE, HOW HAS BSP DEVELOPED? The UniCredit Building has approximately

98,000 square feet of total built-up area spanning five floors, a basement and loft space. Designed by Nikola Lazarov, it is an architectural and art heritage site in Sofia. The Bulgarian property market is in the expansion phase and we forecast that this

will continue into 2018, supported by strong occupier demand in all commercial segments. Increased investment activity and good market liquidity in the last few quarters should encourage further investment interest in a market currently dominated mostly by South African property funds.

> Alex Borrelli is Non-Executive Chairman at Black Sea Properties Plr

NEX Exchange assists SME growth companies to achieve their financial goals. For more information, visit: WWW. NEXEXCHANGE.COM/BENEFITS or ring 0207 818 9774

DISCLAIMER: This article is for information only and does not constitute a recommendation to invest. Investment in a company admitted to the NEX Exchange should only be undertaken after careful consideration and, if appropriate, consultation with an independent financial adviser.