

# Hi-tech pioneers supply data on demand

Below we profile three new firms that are digitalising workflows and cutting costs to help improve investors' efficiency and access to CRE opportunities

### OXANE PARTNERS



Sumit Gupta, co-founder

Oxane Partners, founded by two former Deutsche Bank credit traders in 2013, built a due diligence platform tailored to non-performing loan (NPL) investors.

More recently, Oxane designed an asset management platform to support all types of real estate deals, debt and equity.

Oxane co-founder Sumit Gupta says of these platforms: 'The due diligence is swift: you analyse a deal, perform legal, valuation and technical due diligence, determine a fair price to meet your return target, and then you execute on that basis.'

'The asset management platform manages workflow and also centralises data from multiple sources or systems, incorporating reporting, analytics and business planning needs, among others.'

Gupta says Oxane's platforms are equally adaptable for investors and debt fund managers. 'The vision is to create an environment where anyone can manage their deals and portfolios in a few clicks. An equity investor wanting to sell assets or a manager wanting to attain certain leverage should be able to do so within a few clicks.'

'They should be able to share relevant information with their financiers, or prospective asset buyers easily. All the relevant information becomes visible in digitalised form which can be immediately analysed. But a shift of mindset is still required in CRE markets to realise the benefits technology can bring.'

### XPLORE MARKETS



Pradeep Patterm, founder

Xplore Markets, set up by former RBS banker Pradeep Patterm, aims to simplify real estate markets.

Its first platform, REview, offers a way to manage property lifecycles, digitalising investment management workflows. It offers seamless navigation between confidential portfolio work streams, private and public networks, sharing intelligence, knowledge and public work group participation.

Xplore Markets is working with Danish real estate investment manager Park Street Nordicom to digitalise workflows across all these processes. When this is completed, Xplore Markets will look to source four to five new partners, spanning CRE equity and debt markets – to digitalise different types of workflows, data capture and processes, expanding the application of REview.

REview categorises portfolios by a large and growing number of filters, made possible through the development of tools with property investment firms. Data on each asset's taxes, heating and supplementary costs, vacancies, rent, ERVs, DSCR, net operating income, running yields, mortgage debt and amortisation are available at a click.

REview also allows navigation between confidential portfolio work streams, private networks and public participation with the wider CRE industry. Xplore Markets' vision is to build a collaborative system comprising CRE owners, financiers and advisers who share data, insights and ideas.

### PROPLEND



Brian Bartaby, CEO

Proplend's peer-to-peer platform connects investors to corporate borrowers seeking CRE loans up to £5 mln (€5.5 mln), usually sliced into £1,000 increments with investor risk categorised into multiple loan-to-value tranches.

CEO Brian Bartaby says: 'We've taken the traditional bank club model and made it available to a greater number of people. Through our technology we originate deals, quickly gather information on borrowers, properties and tenants, then analyse the data.'

'Through our platform we can distribute that opportunity to a vast number of investors – private individuals, institutions or a mix of both. So, for £1,000, an investor can access the sort of deal that was previously the preserve of banks and institutional lenders.'

Proplend plans to add a cloud-based data aggregation and analytics application by Yodlee to its loan application process, which will allow it to access a borrower's online banking details and cashflow information.

'With permission, I will be able to grab that data, allowing me quickly to ask a potential borrower: "you have 10 tenants in your property, did they all pay you on time?'

'You also look out for red flags. It's good to see all the information when I need it, so rather than waiting for Companies House documents you can look at a borrower's bank accounts something like once a quarter. It gives a really good idea of their cashflows. Things like that will probably be commonplace soon between lenders and borrowers.'