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THE COLLABORATIVE LONDON

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# REFERRAL FRAMEWORK



# A PRIME CENTRAL LONDON PROPERTY INVESTMENT FIRM

Focused on Defined, Asset-Backed Opportunities

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The Collaborative London identifies and executes short-term (12–18 month) Prime Central London property investments, working with private capital introduced through trusted professional networks.

This page outlines **what we do, how the model works and how introductions are approached within the model.**

Private, exploratory, and without obligation

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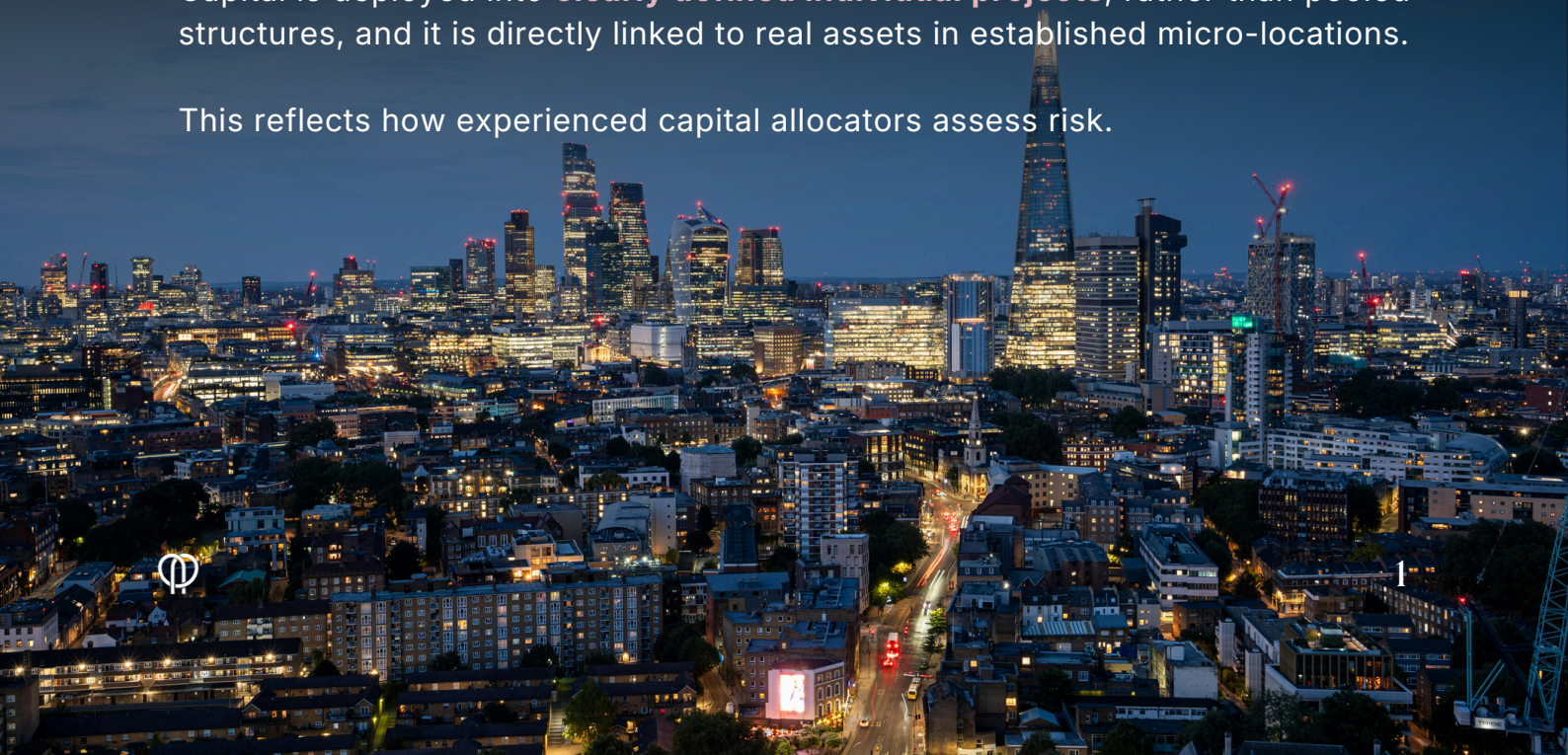
## THE COLLABORATIVE LONDON APPROACH

We identify and execute **specific Prime Central London property investments** where value is created through:

- Distressed & below-market acquisitions
- Conservative structuring and cost control
- Disciplined execution within a defined timeframe

Capital is deployed into **clearly defined individual projects**, rather than pooled structures, and it is directly linked to real assets in established micro-locations.

This reflects how experienced capital allocators assess risk.



## HOW THE MODEL WORKS

- Distressed & below-market Prime Central London assets are identified
- Capital is allocated to a specific property and structure
- Leverage and build costs are agreed upfront
- Execution follows a defined 12–18 month horizon
- Value is realised through delivery, not market timing

Each investment is tied to a real asset, not a pooled or abstract product.

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## PRIORITY RETURNS & ALIGNMENT

Where applicable, investor capital benefits from a **priority return**, positioned ahead of operator participation.

This preferred return, **typically targeted at 12%**, reflects the asset-backed, execution-led nature of the opportunity rather than market speculation. Value is created at acquisition, through complexity, distress, or structural inefficiency, not through market appreciation.

Operator participation is conditional and only applies once capital protection and priority returns have been addressed, ensuring clear alignment.



# A POINT OF ACCESS, NOT AN ONGOING RESPONSIBILITY

We recognise the importance of reputation. Our framework is designed to protect the introducer by maintaining clear boundaries and professional standards.

In practice:

- Introducers make an initial connection where alignment exists
- The Collaborative London engages directly with investors thereafter
- Structuring, execution, governance, and reporting sit fully with TCL
- Ongoing involvement is not expected, allowing introducers to engage at a level they are comfortable with.

This separation is intentional and protective.

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## ALIGNMENT & INCENTIVES

Introductions are recognised within the model through structured, transparent alignment.

- Designed to reflect quality and appropriate fit
- Not driven by volume or promotion
- Commercial specifics are discussed privately, where appropriate

The objective is fairness, not encouragement.



## CLEAR BOUNDARIES

This model is not designed for everyone. It is for those who value structure, protection, and execution.

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### **The Collaborative London:**

- Focuses exclusively on property investments, not financial products
- Does not guarantee outcomes
- Does not rely on market appreciation to justify viability

### **Introducers:**

- Do not act as advisers
- Do not assume execution or delivery risk
- Are not responsible for investment decisions

These boundaries are intentional and clearly defined

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## GOVERNANCE & STANDARDS

All projects operate within a professional framework that includes:

- Asset-backed legal structures
- Defined reporting and communication processes
- Experienced advisors and counterparties

This is treated as standard practice.





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