

# Refer a Deal. Earn a Fee.

Structured referral fees for professionals who introduce project sponsors seeking non-recourse asset financing.

## // WHAT WE FINANCE

Commercial Real Estate	70-80% LTV \$5M+
Infrastructure Projects	65-85% LTV \$10M+
Energy — Renewables	65-85% LTV \$10M+
Energy — Conventional	65-78% LTV \$10M+
Industrial & Logistics	75-85% LTV \$5M+
Listed Securities	65-75% LTV \$5M+

## // WHO REFERS US

### ■ Corporate Finance Lawyers

M&A; and project finance partners advising on large asset-backed transactions.

### ■ Accountancy Partners

BDO, Grant Thornton, Mazars partners advising on cross-border project structures.

### ■ Project Consultants

Technical advisors managing infrastructure and energy projects with financing needs.

### ■ Property Agents & Valuers

Commercial agents and valuers who know when clients are seeking asset financing.

### ■ Corporate Bankers

Relationship managers whose clients need non-recourse structures banks won't do.

### ■ Financial Advisors

IFAs completing the debt layer of a capital stack who need a specialist lender.

## // REFERRAL FEE STRUCTURE

\$5M – \$20M	0.50%	of loan value
\$20M – \$100M	.75%	of loan value
\$100M – \$500M	1.00%	of loan value
\$500M+		Negotiated

// Paid within 5 business days of first drawdown  
// Subject to signed Referral Partner Agreement.

## // HOW IT WORKS

- 01 Introduce the sponsor**  
Send a one-line intro — name, asset type, deal size. No deck required.
- 02 We take it from there**  
We manage the full process. You stay informed, not involved.
- 03 Deal closes — fee paid**  
Fee transferred within 5 business days of first drawdown.
- 04 Your relationship is protected**  
We never cross-sell, circumvent, or contact your client directly.

## // STRONG REFERRAL CRITERIA

Project value	\$5M – \$500M+
Asset type	RE · Infra · Energy · Industrial
Structure	Non-recourse · No personal guarantee
Sponsor	CFO · CEO · Project Sponsor
Collateral gap	We can help — refer anyway

## // COLLATERAL GAP? STILL REFER.

If your client's primary asset doesn't fully support the loan amount required, we can help.

We structure **supplementary collateral** — additional asset pledges, third-party security, financial instruments, and cross-collateralisation arrangements — that satisfy lender requirements and allow the deal to proceed.

Refer the deal anyway. We will find a solution.

## // DOWNLOAD PARTNER ONE-PAGER

### Referral Partner Programme

Fee structure · Deal criteria · Contact details  
PDF · 1 page · Instant download

[capitalbasehk.com/downloads/CapitalBase\\_ReferralPartner.pdf](https://capitalbasehk.com/downloads/CapitalBase_ReferralPartner.pdf)

[Download One-Pager →](#)

## // REGISTER AS A PARTNER

Registration is free and takes one email. A signed Referral Partner Agreement documents the fee arrangement before any deal is introduced — protecting you and

[Register by Email →](#)

[info@capitalbasehk.com](mailto:info@capitalbasehk.com) · +852 9441 5502 (WhatsApp)

✓ All introductions treated in strict confidence

✓ Fees paid on first drawdown — no chasing required

✓ Your client relationship is never circumvented

✓ Non-recourse structures

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