# SALE ANNOUNCEMENT

# \$5,850,575 TAX LIEN PORTFOLIO SALE

PROPERTY TAX LIENS ILLINOIS

JUNE 2018





Sale:	MCA_TL_IL_00025 - \$5,850,575 Illinois Tax Lien Portfolio
Assets:	Property Tax Liens
Location:	Illinois

### **Overview**

\$5,850,575 Illinois Tax Lien Portfolio Sale (the "Tax Lien Sale") conducted by Mission Capital Advisors, LLC ("Mission" or "Tax Lien Sale Advisor") on behalf of an unidentified Seller ("Seller").

## Sale Structure

Mission has been retained as the exclusive Tax Lien Sale Advisor for the sale of a portfolio of tax liens issued on various real estate properties located throughout the state of Illinois (the "Tax Liens" or "Portfolio"). The Tax Liens are being offered on a sealed bid basis.

On behalf of the Seller, Mission is initially soliciting indicative bids from prospective bidders (the "Prospective Bidders") for the purchase of the entire Portfolio pursuant to the Tax Lien Sale Timeline below.

Mission, in conjunction with the Seller, and at the sole and absolute discretion of the Seller, will then invite multiple final bidders (the "Final Bidders") to complete due diligence and submit non-contingent bids for the Portfolio.

# **Tax Lien Sale Timeline**

The transaction contemplated herein has been scheduled as follows:

Event	Date
Sale Announcement Distributed	Thursday, June 14, 2018
Initial Data Distribution	Thursday, June 14, 2018
Indicative Bid Date	Thursday, July 12, 2018
Best & Final Bid Date	Thursday, July 19, 2018
Winning Bidder Selected	Friday, July 20, 2018
Closing Date and Begin Transfer Process	Friday, July 27, 2018

# Highlights

The Tax Lien Sale offers Prospective Bidders the opportunity to acquire tax lien assets in multiple counties across the state of Illinois.

- The Portfolio is made up of tax liens from fourteen (14) counties across Illinois with Cook County representing the largest portion at 82.32% of total redemptive value.
- Residential properties (SFR and MF) represent the largest portion of the Portfolio at 93.58% of total redemptive value.
- The Seller has purchased available subsequent tax liens totaling over \$2.6mm, thus increasing the overall yield of the Portfolio.
- The average redemptive value (which includes the base lien, sub taxes, interest, and fees) for each individual tax lien is \$8,330.

# **Portfolio Summary**

Portfolio Summary	
Portfolio Redemptive Value	\$5,850,575
Portfolio Face Value	\$2,223,697
Portfolio Face + Sub Value	\$4,836,229
Number of Liens	703
Avg Lien Redemptive Value	\$8,331
Min Lien Redemptive Value	\$243
Max Lien Redemptive Value	\$71,547
Avg Lien Face Value	\$3,153
Min Lien Face Value	\$166
Max Lien Face Value	\$22,321
Avg Lien Face + Sub Value	\$6,879
Min Lien Face + Sub Value	\$203
Max Lien Face + Sub Value	\$54,344

Exhibit A contains detailed stratifications for the Portfolio



## **Tax Lien Process**

Prospective Bidders are subject to qualification by Mission and/ or Seller (qualification process will be initiated by Mission as deemed necessary). Access to the Due Diligence Materials will be provided to Prospective Bidders solely at the discretion of Mission and/or the Seller and may be withheld for any reason.

The Seller, in conjunction with Mission, have prepared a comprehensive array of due diligence data (the "Due Diligence Materials"), which will be made available to Prospective Bidders that have executed, and are subject to the terms of, the Confidentiality Agreement (the "Confidentiality Agreement"), which can be accessed on the transaction offering email or by visiting **market.missioncap.com**. Included in the Due Diligence Materials will be comprehensive bidding instructions, the terms of sale and the Seller's required form of Agreement for Sale and Purchase of the Tax Liens (the "Asset Sale Agreement").

Mission is soliciting non-contingent final bids for the Portfolio. Prospective Bidders are encouraged to complete final due diligence before submitting **non-contingent offers on the Final Bid Date (the acceptance of which by Seller will require immediate execution of pre-negotiated Asset Sale Agreement by Prospective Bidder).**  Please e-sign or return an executed Confidentiality Agreement to <a href="mailto:nda@missioncap.com">nda@missioncap.com</a>

All inquiries should be directed through Mission Capital. Neither the Seller, Borrower, Borrower affiliates or Guarantors are to be contacted. Investors are required to strictly adhere to the terms of the Confidentiality Agreement.

### **Asset Sale Agreement**

The Seller will make its required form of Asset Sale Agreement available for review to Final Bidders. Pursuant to the Asset Sale Agreement, the Seller is selling its Portfolio subject only to those representations and warranties explicitly stated in the Asset Sale Agreement. No other representations or warranties, either expressed or implied, shall apply.

# \$5,850,575 ILLINOIS TAX LIEN PORTFOLIO SALE





## **Contact Information**

#### **MISSION CAPITAL ADVISORS, LLC**

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Due diligence information can be found in the data room at market.missioncap.com

#### Disclaimer:

NO OBLIGATION TO SELL SHALL BE BINDING ON SELLER UNLESS AND UNTIL A WRITTEN CONTRACT OF SALE OR PURCHASE AND SALE AGREEMENT IS SIGNED AND DELIVERED BY SELLER. THE SELLER RESERVES THE RIGHT, AT ITS SOLE AND ABSOLUTE DISCRETION, TO WITHDRAW THE ASSET FROM THE ASSET SALE, AT ANY TIME. THIS SALE ANNOUNCEMENT HAS BEEN PREPARED TO ASSIST THE RECIPIENT IN DECIDING WHETHER TO PROCEED WITH FURTHER INVESTIGATION OF THE ASSET. WHILE THE INFORMATION INCLUDED HEREIN IS BELIEVED TO BE ACCURATE AND RELIABLE, SELLER, MISSION AND THEIR RESPECTIVE SUBSIDIARIES, AFFILIATES, AGENTS, ASSIGNEES, OFFICERS, TRUSTEES, DIRECTORS, SERVICERS AND EMPLOYEES MAKE NO REPRESENTATIONS OR WARRANTIES, EXPRESS OR IMPLIED, AS TO THE ACCURACY OR COMPLETENESS OF SUCH INFORMATION, INCLUDING BUT NOT LIMITED TO THE VALIDITY OR PRIORITY OF ANY LIENS AND THE VALUE OF ANY COLLATERAL. ONLY THOSE REPRESENTATIONS AND WARRANTIES THAT ARE MADE BY THE APPLICABLE SELLER TO A PROSPECTIVE BIDDER IN A DEFINITIVE, EXECUTED ASSET SALE AGREEMENT SHALL HAVE ANY LEGAL EFFECT.

#### NEW YORK

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#### ALABAMA 118 North Royal Street 7th Floor Mobile, AL 36602 Tel: 212-941-2269 Fax: 646-607-8132

**FLORIDA** 4741 Military Trail Suite 202 Jupiter, FL 33458 Tel: 561-622-7022 Fax: 561-622-9959

#### TEXAS 1120 S. Capital Texas Hwy Suite 150

Austin, TX 78746 Tel: 512-327-0101 Fax: 512-327-0112



Total Redemptive Balance Bucket	Count	Count %	Redemptive Balance	% Redemptive Value	Average Redemptive Value	Face Value	% Face Value	WA Lien- to-Value	Sum of FV + SUB
\$0,000 - \$5,000	322	45.80%	\$830,289	14.19%	\$2,579	\$797,879	35.88%	304.61%	\$937,467.39
\$5,000 - \$10,000	182	25.89%	\$1,307,956	22.36%	\$7,187	\$603,408	27.14%	9.81%	\$1,166,144.93
\$10,000 - \$15,000	84	11.95%	\$1,035,529	17.70%	\$12,328	\$325,008	14.62%	16.68%	\$808,158.91
\$15,000 - \$20,000	63	8.96%	\$1,075,087	18.38%	\$17,065	\$233,514	10.50%	16.81%	\$764,011.13
\$20,000 - \$25,000	22	3.13%	\$487,608	8.33%	\$22,164	\$87,223	3.92%	21.46%	\$338,396.14
\$25,000 - \$30,000	12	1.71%	\$327,015	5.59%	\$27,251	\$80,098	3.60%	29.87%	\$254,357.40
> \$30,000	18	2.56%	\$787,090	13.45%	\$43,727	\$96,567	4.34%	29.62%	\$567,693.59
Grand Total	703	100.00%	\$5,850,575	100.00%	\$8,322	\$2,223,697	100.00%	58.91%	\$4,836,229

Interest Rate Bucket	Count	Count %	Redemptive Balance	% Redemptive Value	Average Redemptive Value	Face Value	% Face Value	WA Lien- to-Value	Sum of FV + SUB
0.00%	317	45.09%	\$3,804,293	65.02%	\$12,001	\$1,133,007	50.95%	15.46%	\$3,102,670.98
0.01% - 2.00%	129	18.35%	\$605,832	10.36%	\$4,696	\$404,778	18.20%	67.41%	\$634,024.51
2.01% - 4.00%	82	11.66%	\$745,196	12.74%	\$9,088	\$261,056	11.74%	24.76%	\$563,876.51
4.01% - 6.00%	21	2.99%	\$128,943	2.20%	\$6,140	\$67,314	3.03%	11.95%	\$100,778.39
6.01% - 8.00%	12	1.71%	\$49,335	0.84%	\$4,111	\$42,023	1.89%	9.08%	\$52,168.33
8.01% - 10.00%	20	2.84%	\$164,224	2.81%	\$8,211	\$56,461	2.54%	12.17%	\$97,071.47
10.01% - 12.00%	21	2.99%	\$85,281	1.46%	\$4,061	\$51,410	2.31%	9.16%	\$66,050.59
12.01% - 14.00%	7	1.00%	\$22,159	0.38%	\$3,166	\$16,557	0.74%	5.81%	\$20,538.74
14.01% - 16.00%	4	0.57%	\$21,763	0.37%	\$5,441	\$7,463	0.34%	9082.12%	\$15,421.12
16.01% - 18.00%	90	12.80%	\$223,549	3.82%	\$2,484	\$183,629	8.26%	107.32%	\$183,628.85
Grand Total	703	100.00%	\$5,850,575	100.00%	\$8,322	\$2,223,697	100.00%	58.91%	\$4,836,229



Illinois County	Count	Count %	Redemptive Balance	% Redemptive Value	Average Redemptive Value	Face Value	% Face Value	WA Lien- to-Value	Sum of FV + SUB
Cook	395	56.19%	\$4,816,079	82.32%	\$12,193	\$1,435,088	64.54%	17.18%	\$3,807,509.89
Winnebago	115	16.36%	\$498,963	8.53%	\$4,339	\$204,996	9.22%	9.58%	\$373,980.29
Kankakee	74	10.53%	\$196,423	3.36%	\$2,654	\$241,775	10.87%	5.50%	\$241,774.66
Rock Island	27	3.84%	\$141,892	2.43%	\$5,255	\$153,441	6.90%	49.75%	\$224,567.30
Macon	22	3.13%	\$57,833	0.99%	\$2,629	\$54,681	2.46%	3.21%	\$54,681.04
Kane	31	4.41%	\$42,190	0.72%	\$1,361	\$20,770	0.93%	5889%	\$20,769.65
Mason	9	1.28%	\$21,730	0.37%	\$2,414	\$28,039	1.26%	4.21%	\$28,039.46
Mercer	10	1.42%	\$20,505	0.35%	\$2,050	\$21,298	0.96%	2.97%	\$21,298.30
Bureau	7	1.00%	\$19,119	0.33%	\$2,731	\$24,418	1.10%	3.34%	\$24,417.68
Stephenson	6	0.85%	\$18,139	0.31%	\$3,023	\$20,069	0.90%	4.40%	\$20,068.73
Livingston	2	0.28%	\$8,622	0.15%	\$4,311	\$8,064	0.36%	3.68%	\$8,064.02
Henry	3	0.43%	\$7,115	0.12%	\$2,372	\$4,915	0.22%	2.65%	\$4,915.49
Ford	1	0.14%	\$1,024	0.02%	\$1,024	\$3,827	0.17%	1.35%	\$3,826.69
Sangamon	1	0.14%	\$942	0.02%	\$942	\$2,316	0.10%	2.21%	\$2,316.29
Grand Total	703	100.00%	\$5,850,575	100.00%	\$8,322	\$2,223,697	100.00%	58.91%	\$4,836,229

Property Type	Count	Count %	Redemptive Balance	% Redemptive Value	Average Redemptive Value	Face Value	% Face Value	WA Lien- to-Value	Sum of FV + SUB
Residential(General)(Single)	338	48.08%	\$2,232,128	38.15%	\$6,604	\$1,126,325	50.65%	13.06%	\$2,097,011.66
Residential	214	30.44%	\$2,213,719	37.84%	\$10,344	\$656,472	29.52%	19.66%	\$1,647,270.41
Multi-Family Dwellings (Generic, Any Combination 2+)	33	4.69%	\$320,120	5.47%	\$9,701	\$112,319	5.05%	7.32%	\$276,340.26
Condominium (Residential)	38	5.41%	\$317,822	5.43%	\$8,364	\$116,705	5.25%	7.10%	\$275,993.07
Duplex (2 Units, Any Combination)	18	2.56%	\$216,326	3.70%	\$12,018	\$53,112	2.39%	20.88%	\$159,659.48
Townhouse (Residential)	6	0.85%	\$110,153	1.88%	\$18,359	\$13,525	0.61%	37.56%	\$72,328.07
Commercial(General)	9	1.28%	\$87,814	1.50%	\$9,757	\$40,564	1.82%	12.39%	\$74,670.53
Commercial	5	0.71%	\$73,411	1.25%	\$14,682	\$28,384	1.28%	83.91%	\$55,314.85
Comm/Ofc/Res Mixed Use	5	0.71%	\$72,864	1.25%	\$14,573	\$14,132	0.64%	7.67%	\$41,008.70
Residential Income (General) (Multi-Family)	4	0.57%	\$63,458	1.08%	\$15,865	\$17,659	0.79%	11.39%	\$46,287.93
Commercial Condominium (Not Offices)	1	0.14%	\$37,220	0.64%	\$37,220	\$1,410	0.06%	16.76%	\$19,041.04
Vacant Land	25	3.56%	\$37,201	0.64%	\$1,488	\$26,162	1.18%	19.99%	\$26,161.95
Retail Stores (Personal Services, Photography, Travel)	2	0.28%	\$36,756	0.63%	\$18,378	\$5,728	0.26%	10.77%	\$20,270.21
Store/Office (Mixed Use)	1	0.14%	\$27,068	0.46%	\$27,068	\$8,729	0.39%	32.35%	\$22,399.44
Unknown	4	0.57%	\$4,514	0.08%	\$1,129	\$2,472	0.11%	54831.54%	\$2,471.89
Grand Total	703	100.00%	\$5,850,575	100.00%	\$8,322	\$2,223,697	100.00%	58.91%	\$4,836,229



Tax Year	Count	Count %	Redemptive Balance	% Redemptive Value	Average Redemptive Value	Face Value	% Face Value	WA Lien- to-Value	Sum of FV + SUB
2016	94	13.37%	\$242,223	4.14%	\$2,577	\$245,391	11.04%	4.09%	\$245,391.33
2015	236	33.57%	\$1,303,720	22.28%	\$5,524	\$687,844	30.93%	197.97%	\$1,176,431.32
2014	229	32.57%	\$2,309,227	39.47%	\$10,084	\$772,987	34.76%	19.45%	\$1,981,528.19
2013	113	16.07%	\$1,668,989	28.53%	\$14,770	\$396,117	17.81%	21.68%	\$1,236,988.53
2012	31	4.41%	\$326,416	5.58%	\$10,530	\$121,358	5.46%	13.64%	\$195,890.12
Grand Total	703	100.00%	\$5,850,575	100.00%	\$8,322	\$2,223,697	100.00%	58.91%	\$4,836,229

LTV Bucket	Count	Count %	Redemptive Balance	% Redemptive Value	Average Redemptive Value	Face Value	% Face Value	WA Lien- to-Value	Sum of FV + SUB
0.01% - 5.00%	230	32.72%	\$910,739	15.57%	\$3,960	\$660,722	29.71%	3.54%	\$903,184.45
5.01% - 10.00%	201	28.59%	\$1,457,349	24.91%	\$7,250	\$648,320	29.16%	7.52%	\$1,268,848.93
10.01% - 15.00%	135	19.20%	\$1,255,434	21.46%	\$9,300	\$409,429	18.41%	12.61%	\$951,660.73
15.01% - 20.00%	49	6.97%	\$674,788	11.53%	\$13,771	\$171,267	7.70%	17.20%	\$518,313.66
20.01% - 25.00%	22	3.13%	\$381,051	6.51%	\$17,321	\$83,461	3.75%	22.19%	\$301,528.56
25.01% - 30.00%	20	2.84%	\$328,237	5.61%	\$16,412	\$101,075	4.55%	27.50%	\$263,329.76
30.01% - 35.00%	15	2.13%	\$328,454	5.61%	\$21,897	\$66,924	3.01%	32.89%	\$248,889.81
35.01% - 40.00%	11	1.56%	\$274,586	4.69%	\$24,962	\$39,016	1.75%	37.41%	\$199,714.99
40.01% - 45.00%	6	0.85%	\$60,735	1.04%	\$10,123	\$20,344	0.91%	42.05%	\$52,961.28
45.01% - 50.00%	1	0.14%	\$16,846	0.29%	\$16,846	\$3,042	0.14%	45.41%	\$11,939.27
> 50.00%	13	1.85%	\$162,354	2.78%	\$12,489	\$20,096	0.90%	1608.46%	\$115,858.05
Grand Total	703	100.00%	\$5,850,575	100.00%	\$8,322	\$2,223,697	100.00%	58.91%	\$4,836,229

Bankruptcy Status	Count	Count %	Redemptive Balance	% Redemptive Value	Average Redemptive Value	Face Value	% Face Value	WA Lien- to-Value	Sum of FV + SUB
False	696	99.00%	\$5,772,636	98.67%	\$8,294	\$2,193,896	98.66%	59.52%	\$4,771,568.01
True	7	1.00%	\$77,938	1.33%	\$11,134	\$29,801	1.34%	13.45%	\$64,661.48
Grand Total	703	100.00%	\$5,850,575	100.00%	\$8,322	\$2,223,697	100.00%	58.91%	\$4,836,229

Status	Count	Count %	Redemptive Balance	% Redemptive Value	Average Redemptive Value	Face Value	% Face Value	WA Lien- to-Value	Sum of FV + SUB
Current	612	87.06%	\$4,400,355	75.21%	\$7,190	\$1,905,541	85.69%	71.05%	\$3,778,782.24
In Foreclosure	91	12.94%	\$1,450,220	24.79%	\$15,936	\$318,156	14.31%	22.06%	\$1,057,447.25
Grand Total	703	100.00%	\$5,850,575	100.00%	\$8,322	\$2,223,697	100.00%	58.91%	\$4,836,229.49



Total Assessment Bucket	Count	Count %	Redemptive Balance	% Redemptive Value	Average Redemptive Value	Face Value	% Face Value	WA Lien- to-Value	Sum of FV + SUB
\$0,000 - \$50,000	190	27.03%	\$744,695	12.73%	\$3,919	\$419,405	18.86%	358.13%	\$688,710.70
\$50,000 - \$100,000	292	41.54%	\$2,143,700	36.64%	\$7,341	\$956,859	43.03%	18.26%	\$1,870,523.09
\$100,000 - \$150,000	119	16.93%	\$1,338,755	22.88%	\$11,250	\$408,950	18.39%	15.32%	\$1,054,033.48
\$150,000 - \$200,000	48	6.83%	\$667,535	11.41%	\$13,907	\$195,594	8.80%	15.24%	\$513,019.51
\$200,000 - \$250,000	18	2.56%	\$278,667	4.76%	\$15,481	\$90,797	4.08%	10.11%	\$219,763.63
\$250,000 - \$300,000	16	2.28%	\$272,205	4.65%	\$17,013	\$77,494	3.48%	8.64%	\$213,463.44
\$300,000 - \$350,000	4	0.57%	\$123,493	2.11%	\$30,873	\$29,213	1.31%	14.37%	\$106,613.02
\$350,000 - \$400,000	3	0.43%	\$29,850	0.51%	\$9,950	\$14,226	0.64%	2.88%	\$22,519.54
\$400,000 - \$450,000	4	0.57%	\$79,960	1.37%	\$19,990	\$7,478	0.34%	5.21%	\$44,691.62
\$450,000 - \$500,000	2	0.28%	\$39,466	0.67%	\$19,733	\$3,406	0.15%	4.13%	\$23,566.52
\$500,000 - \$550,000	2	0.28%	\$52,244	0.89%	\$26,122	\$4,075	0.18%	5.05%	\$31,791.79
\$550,000 - \$600,000	1	0.14%	\$21,355	0.37%	\$21,355	\$6,371	0.29%	3.57%	\$19,182.70
\$600,000 - \$650,000	1	0.14%	\$9,604	0.16%	\$9,604	\$3,705	0.17%	1.51%	\$9,011.11
\$650,000 - \$700,000	1	0.14%	\$14,678	0.25%	\$14,678	\$1,687	0.08%	2.14%	\$1,687.15
\$700,000 - \$750,000	1	0.14%	\$24,020	0.41%	\$24,020	\$1,263	0.06%	3.34%	\$8,707.48
> \$1,000,000	1	0.14%	\$10,349	0.18%	\$10,349	\$3,175	0.14%	1.03%	\$8,944.71
Grand Total	703	100.00%	\$5,850,575	100.00%	\$8,322	\$2,223,697	100.00%	58.91%	\$4,836,229.49



## **Important Information Regarding Sale Announcement**

- 1. The information (whether written, electronic or verbal) furnished by Mission Capital and/or Seller or their affiliates or by any of their respective officers, directors, shareholders, owners, employees, contractors or agents, including that contained in this Sale Announcement and any Deal Materials is furnished solely for the purpose of a review by a Prospective Bidder of the Portfolio, and is not to be used for any other purpose or made available to any other person without the express written consent of Seller. The information is based upon information supplied by the Seller from sources it deems reasonably reliable. Summaries of any documents or materials are not intended to be comprehensive or all-inclusive, but rather only outline some of the provisions contained therein and are qualified in their entirety by the actual document to which they relate.
- While the Seller has no reason to believe that the 2. information provided herein and any Deal Materials, or in any other marketing or due diligence materials provided, contains any material inaccuracies, neither the Seller nor its affiliates, nor any of their respective officers, directors, shareholders, owners, employees, contractors or agents have independently verified such information or make any representations or warranties, expressed or implied, as to the accuracy or completeness of the information, including, without limitation, any information pertaining to the creditworthiness or financial condition of any borrower or guarantor or the value of any collateral, or as to the future performance of the Portfolio. Some of the information regarding the Tax Liens was obtained from a third party review company and none of the information has been independently verified by the Seller or its affiliates. Without limiting the foregoing, Prospective Bidders should make their own projections and form their own conclusions without sole reliance upon the material contained herein or provided by Seller and should conduct their own due diligence to determine the condition of any real property. Any materials made available or provided by Seller are for informational purposes only. Prospective Bidders are responsible for performing and completing their own due diligence to the extent they consider it necessary, and any decisions in taking or not taking action will be made based solely on Prospective Bidder's own analysis and without reliance on any materials provided by Seller.

- 3. In no event shall a Prospective Bidder have any claims against Seller or any of its affiliates or any of their respective officers, directors, shareholders, owners, employees or agents, for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Portfolio.
- 4. Prospective Bidders are not to construe the contents of this Sale Announcement or any prior or subsequent communications from Seller or its affiliates or any of their respective officers, directors, shareholders, owners, employees or agents as legal, tax or other advice. Prior to submitting a bid, Prospective Bidders should consult with their own legal counsel, as well as tax and other advisors, to determine the consequences of an investment in the Portfolio and arrive at an independent evaluation of such investment. No brokerage commission or finder's fee shall be payable to any party by Seller or any affiliate or agent thereof in connection with the sale of the Portfolio unless otherwise agreed to by Seller in writing.
- 5. Acquisitions of Tax Liens such as the Portfolio described herein can involve a high degree of risk and are suitable only for persons and entities of substantial financial means who have no need for liquidity and who can hold the Portfolio indefinitely and bear the partial or entire loss of the value of such Portfolio. In connection with the sale of the Portfolio as contemplated hereby, the Portfolio shall not be deemed a "security" under the Securities Act and, as such, the protections of such act will not apply to the sale of the Portfolio hereunder.