

A day in the life of... Eli Korman, Chief Investment Officer and Head of Development Finance

Team

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Eli Korman, chief investment officer and head of development finance provides details into his role at TAB. He lets us delve into what the CIO and head of development finance does to relax and what exciting changes are in the pipeline for TAB.

Eli is up between 6.00 and 6:30am and makes his way into the office after the school run. His work routine usually consists of at least two internal meetings a day alongside assisting with the sales team in reviewing loans, with a particular focus on any refurbishment and development loans that come through. Another key part of Eli's role is assisting the TAB team with the overall strategy of funding loans.

After work, he returns home to spend some time with his children. He then might catch up on the football or go for a run. Eli is TAB's finest runner and you might have seen that when TAB did its half marathon, Eli was miles ahead! Once his busy day is over, he's in bed by 12.30am ready to re-energise and go again the next day.

How long have you worked at TAB?

I have formally been at TAB since 1 February 2021, but I have been working with TAB on a consultancy basis since October 2020. Prior to TAB, I was a property developer for 11 years, and prior to that worked for an investment bank.

What does your role at TAB involve?

With the development finance role, I review all requests for development finance brought to me by the sales team. I will discuss the details with Nick, Bethan, Sam and Harry, after which I will input the details into our model and decide as to whether TAB would be willing to provide the loan. I also assist the sales team in reviewing some of the larger or more quirky loans. I formed and head up the credit committee ensuring that all loans are fully approved prior to funding. The credit committee meets frequently to review loans from an early stage in the underwriting cycle to ensure a smooth and swift transaction process.

My role as CIO involves liaising with the senior management team to ensure TAB remains on its upward growth trajectory. We meet regularly on operational, staffing, and investment matters. I was heavily involved in securing our [funding line](#), and I regularly speak to our pool of investors.

What's the best thing about working at TAB?

The atmosphere! Everyone is relaxed and all pulling in the same directions for growth and expansion. We all care intimately about TAB and we often break into mini sessions to discuss making TAB even better for our borrowers and investors.

How do you relax outside the office?

I love spending time with my family and I love sport, so when I am not relaxing with the family I am doing sport. I really enjoy traditional game time with the kids away from gadgets, but do enjoy the odd game of FIFA with one of the kids (although I get beaten regularly). When I am not watching some sort of Football, I can be found running or cycling.

What does the future hold for TAB?

The opportunities are endless for TAB. Building on solid foundations with trust and transparency at the core of what we do, TAB will be able to continue providing loans quickly to those that require them. As our funding lines increase the types of loans and rates we will be able to provide will



become increasingly competitive. Pragmatic development finance is an untapped market for TAB and using our skills set this is certainly a product we are looking to bolster. In time, the sales team and support around development finance will grow enabling TAB to support the needs of our borrowers.

Our online platform is starting to take shape and will soon match the top offerings in investment analysis for our investors. This will enable us to keep our funders up to date on what we offer at TAB and allow them the confidence and transparency they need to make the best investment decisions for themselves.

Capital is at risk. Property values can go down as well as up. Borrowers may default and investments may not perform as expected. Interest and income are not guaranteed. Returns may vary. You should not invest more than you can afford to lose. TAB is not authorised by the Financial Conduct Authority. Investments are not regulated and you will have no access to the Financial Services Compensation Scheme (FSCS) or the Financial Ombudsman Service (FOS). Past performance and forecasts are not reliable indicators of future results and should not be relied on. Forecasts are based on TAB's own internal calculations and opinions and may change. Investments are illiquid. Once invested, you are committed for the full term. Tax treatment depends on individual circumstances and may change.

You are advised to obtain appropriate tax or investment advice where necessary. Understand more about the key risks [here](#).

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