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Joining us today, we have Rushi Shah, CEO, Executive Director, and Company Secretary for Mag Mile Capital, Inc., which trades on the OTCQB market under the symbol MMCP. Welcome, Rushi.

Rushi Shah

Hey, thank you, Matt. Appreciate it.

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Absolutely. So, Rushi, as always, it's been a bit since I've been on this podcast, but the way I like to start it is asking you a bit about yourself, and if you could provide a little bit of be your background, professional background, and kind of how Mag Mile came to be.

Rushi Shah

Sure. So, my name is Rushi Shah, and I actually grew up in Chicago land in Illinois. I've been in the business for about 22 years. My background is in finance and banking, and commercial real estate. That's all I know. And some technology. So, I went to University of Illinois, got a finance degree, joined an investment bank here in town, spent 10 years working on the capital markets activities, mainly packaging interest rate derivatives for the banks and the bank's clients. And then went to business school at University of Chicago, Booth School of Business, went to work for an entrepreneurial company called Aries Capital, which was basically doing real estate investment banking transactions. Got involved, got really successful quickly, and I had an opportunity to do a partner buyout of the owners of the company. So, I did that about 12 years ago and rebranded the company to Mag Mile Capital. Mag Mile is again magnificent mile. It's a mile long stretch of real estate in Chicago. It's some of the most valuable real estate in the country. And that's that that's my background. I'm a finance and real estate professional. We are a real estate investment banking firm, which has now morphed into a real estate technology firm backed by ai and machine learning.

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I always love to hear about companies, the names and kind of how they came to be. So very cool to hear Mag Mile stands for Magnificent Mile. Honestly, I would never really have thought about it. But speaking of that and your success, Mag Mile recently secured \$14.5 million CMBS loan. Can you tell me what CMBS stands for?

Rushi Shah

Yeah, CMBS stands for a commercial mortgage-backed securities.

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Thank you.

Rushi Shah

It is a, It is a bond product. And it's very interesting, very nuanced. It basically is a non-recourse loan that you get on a piece of commercial real estate asset. This is for any real estate asset that you see when you're driving on the road, look to your left, look to your right. Any large assets that you see, any large buildings, any hotels, office buildings, retail strip centers, apartment buildings, all of these, anything that has cash flow qualifies for a CMBS loan. What's important and what's unique about these loans is it is a loan that does not require any personal guarantee of the owner. It's the loan made on an asset, not to an individual. That's what CMBS is.

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Ah so, thank you for that. And so, you've acquired, secured two of those: a \$14.5 million dollar loan for the Marriott Rochester Airport and a \$13 million CMBS loan for the Hampton Inn in Harker Heights. Can you elaborate on these transactions and their significance for your company's portfolio?

Rushi Shah

Yes, so this is the bread and butter of what we do, okay? We are, we are essentially placing these loans onto the balance sheet of the CMBS originators. So these are large institutions that have large balance sheets. You know, I'll give you some names like Goldman Sachs, Morgan Stanley, JP Morgan, um you know you Citibank, Barclays. You know, we know these household investment banking firms. We have deep relationships with them. So, and we also have deep relationship with the owners of these real estate assets. The owners come to us. We arrange the financing to one of the lenders of our choice. In this case, it was Morgan Stanley. We placed the mortgage on their balance sheet, Morgan Stanley turns around, packages it up, and sells it into the bond market as CMBS bonds. What we do is we get paid a fee um for doing this, for structuring these deals and originating these transactions. This is the main crux of our business model in the services, on the services side of our business. And then the other side of our business, which we'll get into later, it's the technology side of the business, which we can talk about it. So, the \$14.5 million dollars in Rochester airport, at

Rochester Airport and the \$13 million, Harker Heights is essentially a suburb of Austin, Texas. These are transactions where clients came to us and we refinanced their current existing mortgage, and we got them new set of capital and got them cash out. Basically, we got their equity that was already imputed into the transaction. We were able to help them get that equity out and at tax-free and they can do whatever they want with that equity.

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Understood. Um, and so speaking of how this kind of contributes to your company, you started trading on the OTCQB market. What does this mean for Mag Mile Capital? And, you know, how do you anticipate kind of it impacting your growth and investor relations.

Rushi Shah

Yeah, great question. So, the entire bane of our existence is growth and strategic growth. And what we did with going public is we actually did a reverse merger into an already publicly traded shell company. The shell company did not have any business. So, we merged into that company, which was a very clean shell, had been around for many, many decades. We reversed, we as in Mag Mile Capital, reversed merged into that, changed the name of that company to Mag Mile Capital and changed the ticker symbol to MMCP. All of this happened very recently, and we got a rule to trade on OTC QB, which is one of the highest exchanges of the OTC market. Basically, this allows us to get audited financials, put our infrastructure in place, fully established as a publicly traded company, get investor capital, and invest this capital into three distinct strategies for growth. One is we want to grow organically so we want to open more offices around the country and do more transactions the second leg of our growth strategy is to do a strategic roll-up. So, we're going out and we're buying other companies with similar business models or business models that complement to our core business model, and the third leg of our stool is we are developing um a property technology platform powered by some of the newest technologies, artificial intelligence and machine learning based software. It's called CapLogic. It's an internal software. We will use this software to grow the other two legs of our growth strategy. And to do all of this and to get the best value, best possible valuation for our existing investors, we believe that going public was the right pathway. And, the goal here is to get uplisted to one of the senior exchanges in the due course here.

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Great to hear. Rushi, I think you just started kind of touching on it, but what are your strategic goals? You know you mentioned your firm's headquartered in Chicago. I think you have some other offices in New York. Sounds like you really want to make a magnificent mile in every city in the country, right? Which is a great idea, but what are your strategic goals for the upcoming year?

Rushi Shah

Yeah, great another great question. Yes, I want to be... there is all... If you think about it, Matt, there's a magnificent there's an equivalent of Magnificent Mile in every city. And commercial real estate is a... It's a real estate business. And if you want to be, it's local because it's a relationship-based business. We are working with owners, developers. You know, actual sticks and bricks of the real estate and we're providing much needed capital for those deals. So, we want to be in all growth markets and all strategic markets. So right now, I mean, we want to double down our presence in New York. We are already there. We want to be in Boston. We want to be in Florida. We already are in Florida. We want to grow our presence in Florida. We want to double down our presence in Texas. We want to be in growth market of Arizona. We want to be in California. We want to be in the Pacific Northwest. We want to be in Salt Lake City. We want to be in Atlanta, Georgia. You know, we want to we want to be in Nashville. You know, we want to hit all these high points. OK, so that's the geography part of the growth equation. Now let's talk about the asset classes that we want to be in. So, right now we do a lot of hotel transactions. We talked about the two hotels that we just closed. We closed other transactions. We just closed an office building ah transaction in Connecticut in Greenwich, Connecticut. We just closed a transaction in New York City. We want to do more of those. So, we want to diversify into self-storage. We want to be doing more retail financing. We want to do more net lease financing. We want to do more multifamily financing. And so, not only are we going to grow into other markets, we're going to grow into other asset classes. And we're going to do this organically as well as strategically. Organically is by investing in our people, hiring more people organically, and hiring teams, or we in other words, we call them acqui-hires. So, we're acquiring teams. And then the other part is we're going to be acquiring companies, entire platforms. So, we bring capabilities and their intellectual property along with it. All of this, we want to power it with technology. And what technology is going to do is it's going to make everything more and more efficient. So, we want to be doubling our EBITDA margins in the next year to come just by implementing some low-hanging fruit of technology where you know there's So much inefficiency in the processes. We want to bring more efficiency into the business by bringing in data. We're looking at about 50 data points to improve decision making of how credit decisions are made faster,

better value assets, and deliver a lot of value directly to our users.

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Awesome. So, Rushi, we are coming up on time here. So, I do always like to end with asking, um you know, if companies want to learn a but ah more about Mag Mile, what's the best way to get in contact if they want to invest, if investors want to speak with you, advisors, etc. Aqui teams or Aqui hires, as you were saying, if teams are interested in joining the team, what's the best way to get in contact with you?

Rushi Shah

Yeah, look, I have an open-door policy. Call me, email me, LinkedIn. I'm very accessible. My contact information is on magmilecapital.com.

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Wonderful. Rushi, thank you for your time. Again, Rushi is the CEO, Executive Director, and Company Secretary of Mag Mile Capital, Inc., which trades on the OTCQB market under the symbol MMCP. Thanks, Rushi.

Rushi Shah

My pleasure, Matt. Thank you.

**This is an autogenerated transcript and may contain typos.*