

# Acquisition of mixed-use portfolio from Inmobiliaria Colonial for €208 million

## Case Study: Portfolio Acquisition: **Barcelona - 2.**

### Portfolio acquisition



Acquisition in 2005 for € 208 million of a mixed-use portfolio owned by Colonial, a real estate controlled by Caixabank. BCP carried out this transaction through an investment company in which it controlled a 60% stake, the remaining 40% was subscribed by an international PERE.

The BCP offer was imposed in a competitive process with local investors and international PERE funds.

Origination	✓
Underwriting	✓
Debt Arranger	✓
Equity Investor	✓
Asset Manager	✓
Property Manager	✓
Facility Manager	✓

Private and Confidential

#### Asset overview

- 244 residential flats (29,250 sqm)
- 28,617 sqm of office space
- 3,829 sqm of retail units
- 799 parking spaces (33,930 sqm)
- 6,000 sqm of warehousing space
- 400 tenants

#### Investment rationale

- Prime position in Barcelona residential market.
- Significant discount to market through acquisition of mixed-use portfolio.
- Solid understanding of demand – supply dynamics.
- Attractive funding levels from Hypo Real Estate.

#### Value creation

- Strategic treatment with tenants after demonstrations against the operation of sale and management of reputational risk.
- Sales strategy designed with own sales network accompanied by brokers.
- Combination of two different car parks consolidating them into a single management unit, with 60 new units.
- Marketing and structure campaign that enable speed of sales so that in 3 years we would have recovered the investment with 80% completion.

#### Exit strategy

- Sale by individual units with offer to current tenants with a small discount on the market price.
- Sale of premises and offices at market price (and in packages when possible) following the horizontal division.
- Car park sale as a business unit (SPV) and single units

