

Acquisition of mixed-use portfolio from La Llave de Oro

Case Study: Portfolio Acquisition: **Oro.**



Acquisition of a mixed-use portfolio of 18 buildings in 2015 from La Llave de Oro through the purchase of an S.I.I. a regulated Real Estate Company, after de-regulating the Company and carving some assets out of the perimeter of the transaction.

BCP co-invests in and manages the assets through an investment partnership with the international investment bank Goldman Sachs.

BCP's bid prevailed in a competitive tender with local investors and international PERE funds.

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

Asset overview

- 18 buildings located in Barcelona, comprising:
 - 16 Residential use with 37,834.7 sqm and 365 units
 - 2 Retirement home use with 21,826.8 sqm and 560 beds
- 5.9 M income per year

Investment rationale

- Significant discount to market through acquisition of mixed-use portfolio
- High occupancy rate of the assets (> 90%) and risk diversification with buildings in most of the districts of Barcelona
- Sound understanding of demand – supply dynamics

Value creation

- NOI improvement strategy
- divestment through the timely sale of loose real estate in profitability at the beginning to generate IRR
- Creation of own property team
- Change of strategy of sale of individual units of the rest of portfolio to block sale in profitability, along with other properties in management of another portfolio.

Exit strategy

- Divest retirement home assets by selling to investors
- Sale of individual residential assets that went on sale in profitability.

Portfolio acquisition

