



WIGAN ACQUISITIONS
FAMILY OFFICE INVESTING
& CAPITAL-RAISING

WIGAN ACQUISITIONS Kft.

**Central Europe Real Estate
Separate Accounts & Co-investments**

Short Introduction

Last updated 16.10.20

WHO ARE WE?

About

- Over 230 year-old UK family business origination (ref. Wigan & Co est. 1790)
- Past 15 year principal investment focus on Central and South Eastern Europe
- Specialist originator and manager of direct real estate co-investments across Europe
- Capital deployed approx. €220m in the last 10 years
- Local operations in Budapest, Vienna, Prague, Zagreb, Belgrade, London & Madrid
- *Targeting above average risk-adjusted returns for our equity partners through applying a disciplined and proactive approach focused on underlying property fundamentals*

CERESA

- Wigan Acquisitions initiated Central Europe Real Estate Separate Accounts & Co-investments ('CERESA') for principal equity partners targeting direct assets and portfolios across Europe
- *Main strategies include the direct acquisition, development and management of data centres, WACQ Energy and WACQ Hotel and Resorts partnering with family office and private capital*
- *Offers investors the opportunity to efficiently access real estate markets while minimising risk and operational complexities through an existing platform with local management*



WHAT WE'VE DONE?

- Capital-raising for CEE's largest privately owned mixed-use development company and cross-over shareholding for naval port privatization
- Acquisition & management of food retail-anchored assets (across Central & Eastern Europe for regional platform of US pension fund
- NPL portfolio origination, JV partner structure, bid underwriting and deal execution for global loan servicing and local asset management company
- Acquisition of Budapest-located core office and retail buildings with Hungarian PE & Hong Kong fund as private co-investment; follow-on acquisition of 2 additional prime city centre located office and flagship retail buildings partnering with separate account investor
- Strategic investment advisory mandates (x2) for office and retail portfolios of over €2bn each (book value) spanning 6 countries across CEE/SEE, partnering with global private equity real estate fund and tactical opportunities platform
- Asset management and bid underwriting for target Spanish REO residential portfolio of approx. €45m, partnering with Luxembourg-based multi-family office
- Asset management and bid underwriting for target Spanish REO residential portfolio of approx. €200m, partnering with Zurich and Singapore-based multi family office
- Advised on Dutch listed property fund's acquisition of the real estate assets of a London AIM-listed property company, with a gross asset value of circa €60m. Wigan issued a shareholding in the fund
- *Partnering with European data centre platform with over 120 clients and \$450m equity commitment from a Private Equity Fund, actively pursuing a growth strategy across CEE, including Austria as priority!*

TRIGRANIT
DEVELOPMENT CORPORATION

PORTICO
INVESTMENTS

PORTO MONTENEGRO

REVETAS CAPITAL

BRODY
HOUSE

BANK OF GEORGIA

pepper

TWELVE
12
Revay Hotel

otp Ingatlanalap

AEW EUROPE

BMO

EVONIK
POWER TO CREATE

The Blackstone Group®



DIRECT REAL ESTATE INVESTMENTS?



Van Graaf building, Prague

- 12,418 sqm GLA retail, offices & residential
- 90% of income secured with new 10-year lease to Van Graaf (subsidiary of Peek & Cloppenburg)
- Partnered with Canadian PE fund
- Acquisition closed Q4-17



K6 Office & Retail, Budapest

- 1,384 sqm GLA office and retail building in prime CBD location
- Head office for Skyscanner Hungary and Utazom
- Partnered with Hong Kong fund as private co-investment
- Acquisition closed Q3-18



BSR Office, Budapest

- 25,692 sqm GLA office let to 4 major international tenants
- Partnered with Austrian private co-investors before securing backing of Hungarian open-ended fund
- Acquisition closed Q3-17



Andrassy Avenue 11 & 12, Budapest

- Freehold ownership of two flagship retail and office buildings on one of Europe's premier shopping streets
- Andrassy 11: 2,170 sqm leased to 'Michael Kors' flagship retail and Dentons law office above;
- Andrassy 12: 5,639 sqm with Högl retail store, Miniversum model railways exhibition and value-add opportunity for office space on floors above
- Partnered with UK-based fund manager and German institutional separate account investor
- Acquisition closed Q1-19



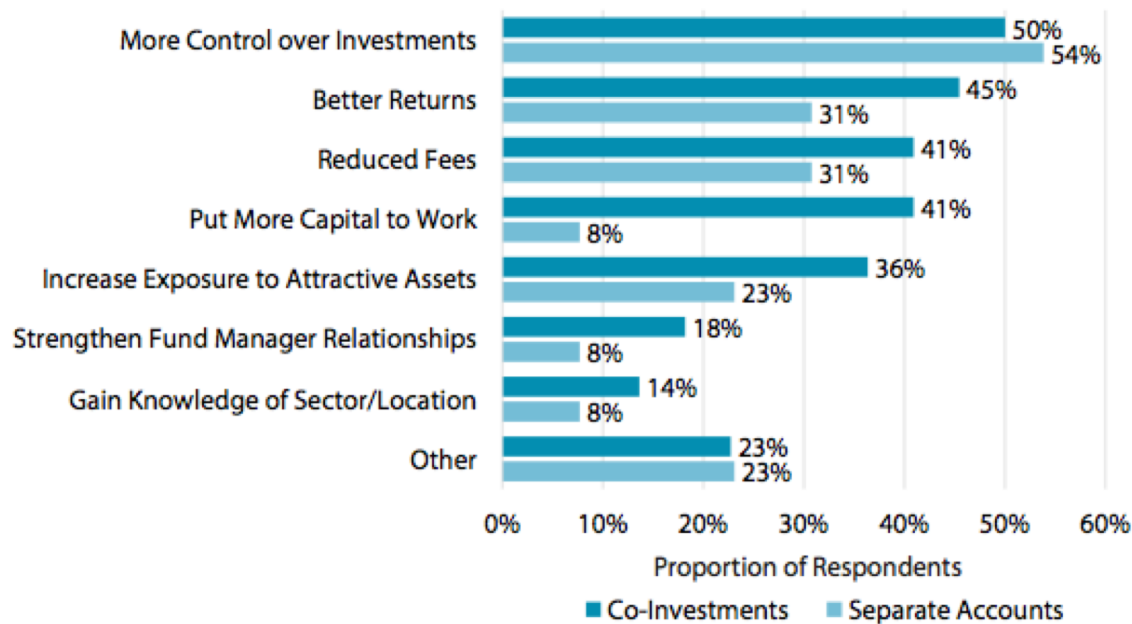
Austria House, Budapest

- 3,400 sqm GLA office building in prime CBD location
- Partnered with Hong Kong fund as private co-investment
- Acquisition closed Q1-18



WHY SEPARATE ACCOUNTS & CO-INVESTMENTS?

Investors' perceived benefits of separate accounts:



Source: Preqin Investor Interview, Dec-16

- *Move away from 'blind co-mingled funds' to separate accounts for better access to local market knowledge, enhanced deal flow and proactive asset management capabilities*



MEET OUR SENIOR MANAGEMENT



**Patrick Wigan, MD,
Group Management**

Experience:

15 years of professional experience, incl. pan-CEE principal investments with TriGranit, Portico (US pension fund), Revetas & Pepper NPL work-out origination, underwriting direct investments and joint venture capital-raising.

Responsible for group management, deal sourcing, co-investment strategies and execution.



**Amanda Spring,
Regional Partner, CEE**

Experience:

25 years experience in the real estate industry including 22 years in CEE. Formerly MD of CEE for M7, Head of Acquisitions Poland & Czech Republic for Centerscape, Head of AM for Celtic Property Development, MD of DTZ's Russia & MD of CEE at Teesland Plc.

Responsible for group's asset management, leading Polish & Czech co-investment origination & acquisitions.



**James Wigan,
Regional Partner, WE**

Experience:

12 years of family office & institutional investment experience in the Iberian Peninsula. Formerly Head of investments at Knight Frank Spain and Portugal.

Responsible for leading Spain & Portugal co-investment origination, acquisitions and local real estate asset management.



**Abhishek Mukherjee,
Advisor – International**

Experience:

13 years of experience in RE investments, asset management and corporate finance in Middle East, UK and Asia. Previously Vice President - Investments with RMZ Corp.

Responsible for sourcing investors primarily from Middle East and Asia, deal origination and transaction management.



**Charlie Wigan,
Strategy**

Experience:

20 years of experience in strategy, marketing and communications for corporate and financial clients.

Responsible for group strategy, management and communications.



GET IN TOUCH!

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