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in your industry



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AUSTRALIA

# M&A International Inc. Real Estate Group Deal Book



## Introduction



The market for landmark buildings and portfolios of commercial and residential real estate or holiday resorts with values above US\$20 million has developed to become more international and professionally managed since the beginning of this century. Finding the best buyer, the most attractive investment opportunities or the best conditions for a disposal requires a professional, international process.

Members of M&A International Inc.'s (MAI) Real Estate Group from around the world have access to local real estate owners and investors as well as large international-orientated investment funds. We know the most attractive investment opportunities in the US or Germany, for example, and can bring them together with investors from Israel, the UK, South Africa or Saudi Arabia.

In this asset class, the MAI Real Estate Group can help you achieve your M&A and corporate development objectives. If you want to sell real estate, which is often of interest to international investors, you must not miss the opportunity to talk to us.

This deal book highlights a selection of deals closed by our members in this sector.

For a list of contacts, please see the end of the document.

**Hans Bethge**

Head of M&A International Inc.'s Real Estate Group



## M&A International Inc. – we close deals in your industry

Established in 1985, M&A International Inc. [www.mergers.net](http://www.mergers.net) offers the unparalleled, global resources of over 600 M&A professionals operating in every major financial center of the world. Our members advise primarily middle-market companies on acquisitions, divestitures, fundraising and fairness opinions. With M&A International Inc., you will receive advice from senior professionals with the relationships, reach and resources needed to ensure your goals are met.

### Key facts:

- 1,300 closed transactions in the past five years worth more than US\$75 billion
- An international, proprietary deal database with over 3,500 active and closed transactions




Our dedicated M&A professionals bring to the table superior expertise and knowledge in leading industrial sectors. They form engagement specific industry groups that understand the industry and the unique challenges you face, providing in-depth market knowledge. M&A International Inc. has the following industry groups:

- Automotive & Aerospace
- Business Support Services
- Construction & Engineering Services
- Energy
- Food & Beverage
- Healthcare
- Media
- **Real Estate**
- Retail
- Technology

Members in the leading financial centers of the world








	Sector	Target	Our role	Seller Location	Activity	Acquiror/Investors Location	Activity
	Commercial and Professional Services	Bruhn portfolio	Advisor to seller	Hermann Friedrich Bruhn GmbH & Co., Germany	Holds and manages a portfolio of rental apartments in and around Hamburg	Deutsche Annington Immobilien GmbH, Germany	Holds, manages and sells apartments in major cities all over Germany
	<b>Description of transaction:</b> Advised Hermann Friedrich Bruhn GmbH & Co. on the sale of a portfolio of around 900 apartments in and around Hamburg, organizing a structured sale process and helping to identify the buyer in a deal worth US\$680 million.						
	Energy Machinery and Equipment	Cascade Group	Advisor to buyer	Shareholders of Cascade Group, Romania	Real estate investment and development	Charlemagne Capital Limited, United Kingdom	Independent asset management
	<b>Description of transaction:</b> Advised Charlemagne Capital on the acquisition of a 40% stake in the Cascade Euro Tower office building at the pre-development stage, ensuring financing for the project.						
	Real Estate	50% stake in the Asmita Gardens residential development	Advisor to buyer	Asmita SA, Romania	Real estate developer	Charlemagne Capital Limited, United Kingdom	Independent asset management
	<b>Description of transaction:</b> Advised Charlemagne Capital on the acquisition of a 50% stake in the Asmita Gardens residential development and in structuring the financing for the deal, which was completed for an undisclosed sum.						






	Sector	Target	Our role	Seller Location	Activity	Acquiror/Investors Location	Activity
	Real Estate	50% stake in Winner Ever Limited	Advisor to seller	Henry Group Holdings Limited, China	Investment holding company	Capital Strategic Investment Limited, Malaysia	Investment holding company
	<b>Description of transaction:</b> Advised Henry Group Holdings Limited on disposing of its 50% share in Winner Ever Limited, a Hong Kong-based property holding company, in a deal worth US\$7 million.						
	Real Estate	A portfolio of five properties	Advisor to buyer	Private individuals, Finland	Investment	EjendomsInvest, Denmark	Real estate agent and fund manager
	<b>Description of transaction:</b> Advised EjendomsInvest on the US\$38 million acquisition of a real estate portfolio in northern Finland.						
	Real Estate	A portfolio of three office buildings	Advisor to seller	Charlemagne Capital Limited, United Kingdom	Independent asset management	DEGI, Germany	Manages property investments
	<b>Description of transaction:</b> Exclusively mandated by Charlemagne Capital to sell a portfolio of three office buildings in Bucharest for US\$149 million.						





	Sector	Target	Our role	Seller Location	Activity	Acquiror/Investors Location	Activity
	Real Estate	Adgar Investment and Development Ltd.	Fundraising - other finance	Public shareholders of Adgar Investment and Development Ltd., Israel	The real estate division of the Zur Shamir Group	Public and private investors, Israel	Investment
	<b>Description of transaction:</b> Appointed as a member of the underwriters' consortium for Adgar Investment and Development Ltd., which issued bonds worth US\$52 million.						
	Real Estate	Ambit Properties Limited	Advisor to seller	Public shareholders of Ambit Properties Limited, South Africa	Property investment company and real estate investment trust	ApexHi Properties, South Africa	Listed real estate investment trust
	<b>Description of transaction:</b> Acted as advisor and JSE sponsor to Ambit Properties, which was taken over by ApexHi via a scheme of arrangement for US\$48 million.						
	Real Estate	Avrig Business Center office building	Advisor to seller	Avrig 35, Romania	Real estate developer	3C - City Capital Corporation Limited, United Kingdom	Operates a fully integrated merchant banking platform
	<b>Description of transaction:</b> Advised Avrig 35 on the sale of the Avrig Business Center office building to the 3C banking platform for US\$30.5 million.						

	Sector	Target	Our role	Seller Location	Activity	Acquiror/Investors Location	Activity
	Real Estate	Construdava office building	Advisor to buyer	Impact SA, Romania	Real estate developer	Charlemagne Capital Limited, United Kingdom	Independent asset management
	<b>Description of transaction:</b> Assisted Charlemagne Capital in its acquisition of the Construdava office building, leased to Metro and Impact, for US\$26 million.						
	Real Estate	Daimler AG - Quartier Potsdamer Platz	Advisor to seller	Daimler AG, Germany	Car and truck manufacturer and wholesaler	SEB ImmoInvest, Germany	Real estate fund
	<b>Description of transaction:</b> Mandated by Daimler AG to sell its Quartier Potsdamer Platz building complex in Berlin, comprising 19 properties, for US\$2 billion.						
	Real Estate	Gav-Yam	Fundraising - other finance	Public shareholders of Gav-Yam, Israel	Real estate development and management	Public and private investors, Israel	Investment
	<b>Description of transaction:</b> Acted as a member of the underwriters' consortium in the US\$223 million bond issue launched by Gav-Yam, a subsidiary of Property & Building Group.						






	Sector	Target	Our role	Seller Location	Activity	Acquiror/Investors Location	Activity
	Real Estate	Giltz & Associates Inc.	Joint venture	Shareholders of Giltz & Associates Inc., United States	Develops, acquires, leases and manages retail and residential real estate	Harbert Management Corporation, United States	Investment holding firm specializing in private equity, public equity and real estate
	<b>Description of transaction:</b> Advised Giltz & Associates on the formation of a commercial real estate joint venture with Harbert Management Corporation to develop approximately 20 shadow-anchored retail shopping centers.						
	Real Estate	Green Property plc	Management Advice (MBI / MBO)	Independent directors of Green Property plc, Ireland	Real estate development	Rodinheights Ltd, Ireland	Management buy-out vehicle
	<b>Description of transaction:</b> Advised the independent directors of Green Property plc when the company was acquired by Rodinheights Ltd for US\$1.360 million. The offer price compared favorably with precedent transactions in the sector and was at a significant premium to the Green share price trading range prior to the announcement of any approach.						
	Real Estate	Hartman Commercial Properties REIT	Strategic advisory	Shareholders of Hartman Commercial Properties REIT, United States	Public non-traded real estate investment trust (REIT)	N/A, United States	N/A
	<b>Description of transaction:</b> Provided financial advisory services to the management of Hartman Commercial Properties REIT.						

	Sector	Target	Our role	Seller Location	Activity	Acquiror/Investors Location	Activity
	Real Estate	Island real estate portfolio	Advisor to seller	DaimlerChrysler AG, Germany	Develops, manufactures, distributes and sells automotive products	ICADE S.A., France	Invests in real estate
	<b>Description of transaction:</b> Exclusively mandated by DaimlerChrysler to sell a real estate portfolio to French property developer ICADE for US\$380 million.						
<b>Private individual</b>	Real Estate	Land	Advisor to seller	Private individual, United Kingdom	Land owner	Wilmar Leisure Limited, United Kingdom	Develops hotels and golf courses
	<b>Description of transaction:</b> Acted as financial advisors to the seller in a deal, completed for an undisclosed sum, to sell land to Wilmar Leisure Limited and obtain bank funding for a hotel and golf course development.						
	Real Estate	Leisure development project	Fundraising - private equity	SCD Holding, Hungary	Real estate development in the hospitality sector	Quinlan Private Golub, Ireland	Real estate developer
	<b>Description of transaction:</b> Advised SCD Holding on finding a co-investor for a leisure development project on Lake Balaton.						

	Sector	Target	Our role	Seller Location	Activity	Acquiror/Investors Location	Activity
	Real Estate	Millennium Tower office building	Advisor to buyer	Private developer, Romania	Real estate developer	Charlemagne Capital Limited, United Kingdom	Independent asset management
	<b>Description of transaction:</b> Assisted Charlemagne Capital in its purchase of Bucharest's Millennium Tower in a deal worth US\$55 million.						
	Real Estate	Office building portfolio	Advisor to seller	alstria office REIT-AG, Germany	Invests in real estate in the seven largest German cities	WealthCap - Wealth Management Capital Holding GmbH, Germany	Invests in real estate
	<b>Description of transaction:</b> Advised alstria on identifying a buyer when the German investment company sold an office building portfolio for US\$150 million.						
	Real Estate	Pavia Properties Limited and Hillview Development Limited	Advisor to seller	Epsilon Capital Limited, China	Investment holding company with interests in property investment	VinaCapital Limited, Vietnam	Asset management, corporate finance and real estate consulting
	<b>Description of transaction:</b> Mandated by Epsilon Capital Limited to sell its entire interests in Pavia Properties Limited and Hillview Development Limited to VinaCapital Limited for US\$4.5 million.						



	Sector	Target	Our role	Seller Location	Activity	Acquiror/Investors Location	Activity
	Real Estate	PGV Tower office building	Advisor to buyer	Bancpost, Romania	Banking	Charlemagne Capital Limited, United Kingdom	Independent asset management
	<b>Description of transaction:</b> Assisted Charlemagne Capital in its acquisition of Bucharest's PGV Tower office building in a deal worth US\$31 million.						
	Real Estate	Property portfolio	Advisor to buyer	Sponda Plc, Finland	Invests in commercial properties	Niam Fund III, Sweden	Private equity firm specializing in commercial real estate
	<b>Description of transaction:</b> Advised Niam and Goldman Sachs-managed Whitehall Street Real Estate Funds on their acquisition of a property portfolio from Sponda Plc for US\$530 million.						
	Real Estate	Real estate portfolio	Advisor to buyer	Private individuals, Finland	Property investment	EjendomsInvest, Denmark	Real estate agent and fund manager
	<b>Description of transaction:</b> Advised EjendomsInvest on its acquisition of a real estate portfolio of five properties for an undisclosed sum.						



	Sector	Target	Our role	Seller Location	Activity	Acquiror/Investors Location	Activity
	Real Estate	Six office buildings leased to Vodafone	Advisor to buyer	Alpha Bank, Romania	Banking	Bluehouse Capital, Romania	Private equity real estate investment management
	<b>Description of transaction:</b> Assisted Bluehouse in securing financing for the acquisition of six office buildings leased to Vodafone in a deal worth US\$23 million.						
	Real Estate	The residential portfolio of UPM Corporation	Advisor to buyer	Private shareholders of UPM Corporation, Finland	Residential portfolio of UPM corporation	Waterhouse Real Estate Investment Oy, Denmark	Real estate
	<b>Description of transaction:</b> Advised Waterhouse Real Estate Invest on its acquisition of a residential portfolio from UPM Corporation for US\$91 million.						
	Real Estate	Three retail properties	Advisor to buyer	Private individuals, Finland	Property investment	Crown Property Management AB, Sweden	Real estate
	<b>Description of transaction:</b> Advised Crown Property Management on its acquisition of three retail properties for US\$22 million.						

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Published: November 2013

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We are closely linked and together we advise our clients on acquisitions, divestitures and financing. We have closed 1,300 transactions totaling more than US\$75 billion in transaction value in the past five years.

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