

# ASSET MANAGEMENT/ PRIVATE EQUITY

## About the Sector

Since the collapse of the Irish property sector in the period from 2008-2013 we have seen the emergence and re-emergence of a new breed of property owner. Professional, structured, well governed businesses are succeeding where the old breed of casual "have a go" developers and landlords have fallen by the wayside. This has seen the arrival of sophisticated joint venture partners and professional asset managers, running multi disciplinary teams of specialists. This is the work we do and we love it.

Asset Management requires a specialist skill set to deliver long-term effectiveness and efficiencies. We provide property owners and lenders with a reporting system to help appraise and manage multi-sector property portfolios.

With the arrival of new international capital into the Irish property market we have acted in a number of joint venture schemes, with multiple participants on different levels. We want to be in the heart of the deals, helping clients devise clear and well understood exit plans and making sure that developments and plans are delivered quickly and efficiently.

## Your Contact



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## Our Services

### Asset Management

- Review existing leasehold/freehold agreements
- Tenant management
- Alternative options on dispute resolution
- Increasing occupancy levels and value-added strategies
- Due diligence
- Exit strategies

### Private Equity & Joint Ventures

- Acquisition of development and investment sites
- Joint venture introductions and agreements
- Waterfall distribution negotiation
- Exit strategies
- Senior and mezzanine debt financing arrangements
- Bank strategy negotiation and disposal plans

## Our Experience

We have a broad range of experience working with Irish and international investors to help develop and enhance their portfolios, from retail warehouses to city centre office and multi family developments. We roll the sleeves up, visit the sites and get into the heart of the deals. We love working with teams of professionals and co-ordinating the delivery for our clients. Deals we have recently worked on are:

- Re-financing of a city centre hotel and retail portfolio (E/V €15m) as part of a debt negotiation plan (summer 2015)
- Complete re-let of suburban shopping centre, bringing letting profile from 30% to 90% over two years (ongoing 2014-2015)
- Re-structuring of multi let office development to facilitate sale with 30% profit uplift to client in one year (2015)
- Migration of tech tenant from leasehold through to development of new premises and long term letting, E/V €20m (summer 2015)
- Joint venture between Irish partner and UK plc of multi family development in Dublin city centre, E/V €18m (2014)
- Restructuring of retail portfolio for US fund, requiring re-letting and structuring advice in a city centre site with Dublin City Council (ongoing)

## Our Clients

- An international independently owned property investment management fund
- One of Ireland's leading property development and investment companies (Ireland and UK)
- Large chain of international retail stores – Irish portfolio
- One of Ireland's largest retail and leisure property groups

## EXPECT SOMETHING DIFFERENT

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