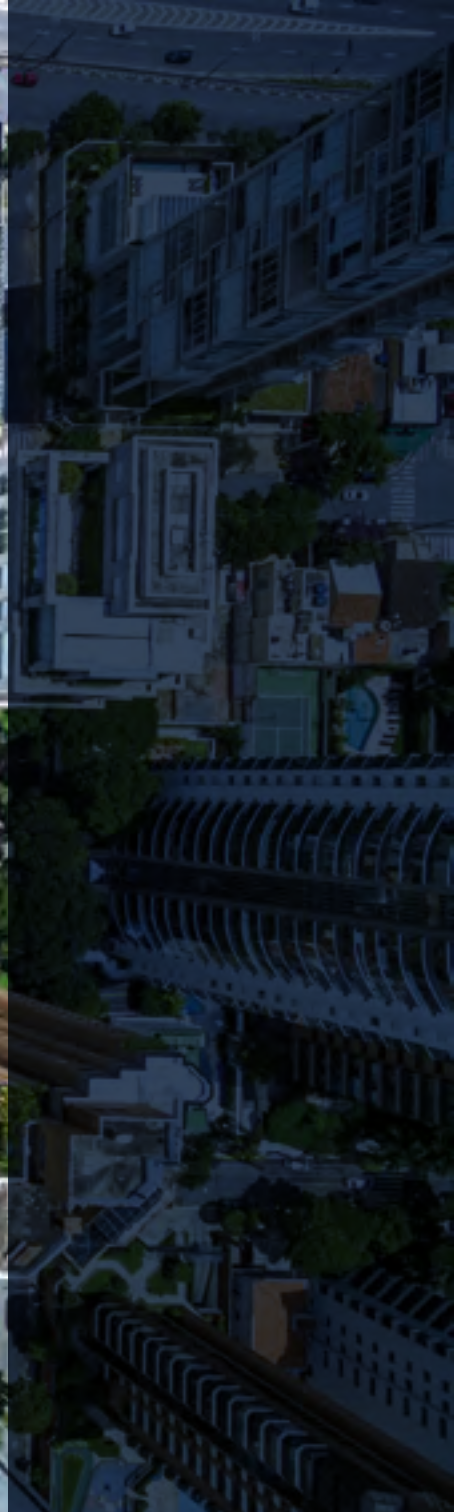




VALLIANCE
Real Estate

Capital Markets



Valliance

Real Estate services company specializing in both investment and divestment operations and in adding value to Real Estate projects.

What?

We are a Real Estate firm offering a wide range of advisory, management and transactional services.

Who?

Valliance is an affiliated firm of Gesvalt and is formed by a team with proven professional experience in the Real Estate industry.

How?

At Valliance we provide a personalized service to the client. We advise and accompany the client throughout the entire sale process until the transaction is complete, adopting our clients' objectives as our own.

Where?

Valliance is present in both the Spanish and British markets, through a key alliance with one of the leading Real Estate companies in the British market, Lambert Smith Hampton.

In addition, we have a wide network of partners in other European countries.

Who are our clients?

- Institutional Investors
- Investment Funds
- REIT's (so-called SOCIMIS in Spain)
- Family Offices
- Private Investors
- Financial Institutions

Valliance offers real estate-related services. We work for owners, operators, developers and investors. Our work is focused and adjusted to our clients' needs.

Transactions

Transactions involving either individual assets or real estate asset portfolios, we advise either the buying or selling side.

Advisory

We provide advisory and practical support to private owners and investors, developers, public sector, etc. Feasibility studies and asset analysis.

Asset Management

We offer real estate asset management services. This is achieved through:

- Analysis of the assets.
- Proposals to optimize rents.
- Advice on the financial structure of individual assets or asset portfolios.
- Coordination in the search of tenants.
- Technical actions.
- Preparation of valuations.
- Asset rotation of assets and generation of added value.

Mission

Our mission is to provide personalized service to our clients. We accompany and advise them during the entire sale process.



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In Valliance, we identify opportunities in investment and divestment transactions. We confidentially present our clients' assets to a network of investors. And lastly, we select the ones that best fit their criteria.

Services

Advisory in Divestment Processes

- Preliminary study
- Analysis
- Purchase Mandate & NBO
- Due Diligence
- Structuring of the transaction
- Closing

Advisory in Divestment Processes

We perform an analysis of the asset being sold, we define the strategy and the structuring of the sale process until the placement of the product in the investment market itself. And lastly, we carry out the negotiation and closing of the transaction.

- Preliminary study
- Signing of the Purchase Mandate
- Search of investors
- Due Diligence
- Structuring of the transaction
- Closing

Sale & Leaseback

We carry out real estate transactions in which the owner sells the property to an investor with the commitment to stay in it as lessee under the terms of price, rent, duration, contract and guarantees agreed upon.

Offices

Valliance operates in the Spanish market, as well as in the UK through a business alliance with Lambert Smith Hampton.

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Residential

Offices

Retail units

Shopping Centres & Retail Parks

Urban & holiday hotels

Land

Industrial and logistics properties

Product

Clients



Institutional investors



REIT's



Family Offices



Financial institutions



High net worth clients



Private investors

Team

We have a highly qualified and motivated team, led by Belén Díaz.



Belén Díaz
Managing Director Partner

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Belén holds a Bachelor's Degree in Law from Universidad Complutense de Madrid and a Master in Business Management from IE Business School.

She has developed her professional career of more than 30 years in the real estate financial industry holding different management positions.

For more than 20 years she has worked for Grupo Santander. She was first based in the Real Estate Management department and then moved to the London office.

Subsequently, she was appointed as Commercial Director of the Real Estate Investment Fund of Santander BANIF. She worked as Investment Manager of Santander BANIF Real Estate, leading numerous real estate acquisition projects in France, Portugal and the United Kingdom.



Rubén Rubio
Senior Consultant

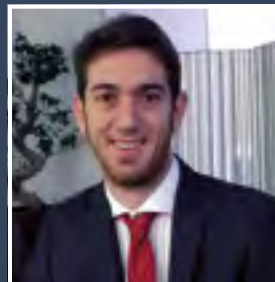
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Rubén holds a Diploma in Business Studies from Universidad Complutense de Madrid and a degree from Universidad Rey Juan Carlos.

With more than 13 years of professional experience, he has developed his career in the main real estate companies, specializing in the departments of investment and land. He has played a leading role in operations involving the acquisition and sale of real estate assets of great importance.

He worked for three years at CB Richard Ellis as Senior Consultant in the Department of Investment and Industrial Land. Subsequently, he joined Arnaiz Consultores as director of Real Estate Consulting.

Over the last three years he has developed his career as a Senior Consultant at the real estate consulting firm Cushman & Wakefield.



Jesús Losada Salvador
Consultant


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Jesús holds a Bachelor's Degree in Business Studies from Universidad del País Vasco and a Master's Degree in Business Administration from Universidad Pontificia de Comillas (ICADE) in Madrid.

He has 2 years of professional experience in the real estate industry, developing his career in the company Catella Spain.

As a real estate consultant, he has assisted in the acquisition and sale of all types of real estate assets (offices, shopping centres, retail premises, logistics buildings, hotels, etc.).

In addition, he has advised in the purchase of a retail property portfolio in Spain valued at €90MM.



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