



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 and Latin American 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.
- 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 Investment 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

Asset & Property Management

At Valliance, we offer our clients comprehensive and tailor-made service for the management of their real estate assets, from execution to monitoring of all tasks related to real estate, technical and financial management and any other required to operate the properties, as well as the continuous optimization of their market value.

Offices

Valliance operates in the European,
North American and Latin American market.

Madrid

Pº de la Castellana, 164
28046 Madrid, España
T. +34 91 326 90 70
madrid@valliance.net

Barcelona

Paseo de Gracia, 54 5º B
08007 Barcelona, España
T. +34 93 445 40 50
barcelona@valliance.net

Miami

+ 1305 372 0280
jorge.hurtado@valliance.net
701, Brickell Key Blvd,
Suite CU-3.
Miami FL 33131

Lisbon

Avenida da Liberdade,
245 – 8 D 1250-143
Lisboa, Portugal
T. +351 93 757 00 88
lisboa@valliance.net

Bogota

+57 018000423723
Calle 71 No 5. 97 Oficina 502
Edificio Plaza 71
latam@valliance.net

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 Juancho Escudero.



Juancho Escudero
Managing Director Partner

T. +34 910 388 180

M. +34 686 454 092

jescudero@valliance.es

Juancho Escudero has a double legal and business training and more than 28 years' experience. He has practiced as a lawyer specialising in town planning issues to later hold various managerial positions with different responsibilities in Banco Central Hispano, Banco Santander and Banesto.

After that period, he started his own business project creating a real estate consultancy specialising in the large Project management, real estate portfolio analysis and residential development. Likewise, with the 2007 downturn, he promoted the Patrimonialia project, first servicer of unwanted real estate assets developed in Spain, with the creation of action protocols and a self-made application. Finally, in 2012 he began a collaboration with the servicer Aktua as responsible for the management of real estate portfolios acquired by foreign investment funds and with the creation and development of the Department of Singular Assets: land, office buildings, retail units, etc.

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Edificio Cuzco IV. 28046

Madrid, España

T. +34 91 404 38 92

madrid@valliance.net

www.valliance.net

