

An aerial photograph of a suburban neighborhood. The image shows a grid of streets with houses, green lawns, and trees. A tennis court is visible on the left side. The overall scene is bright and sunny, with shadows cast by the buildings and trees.

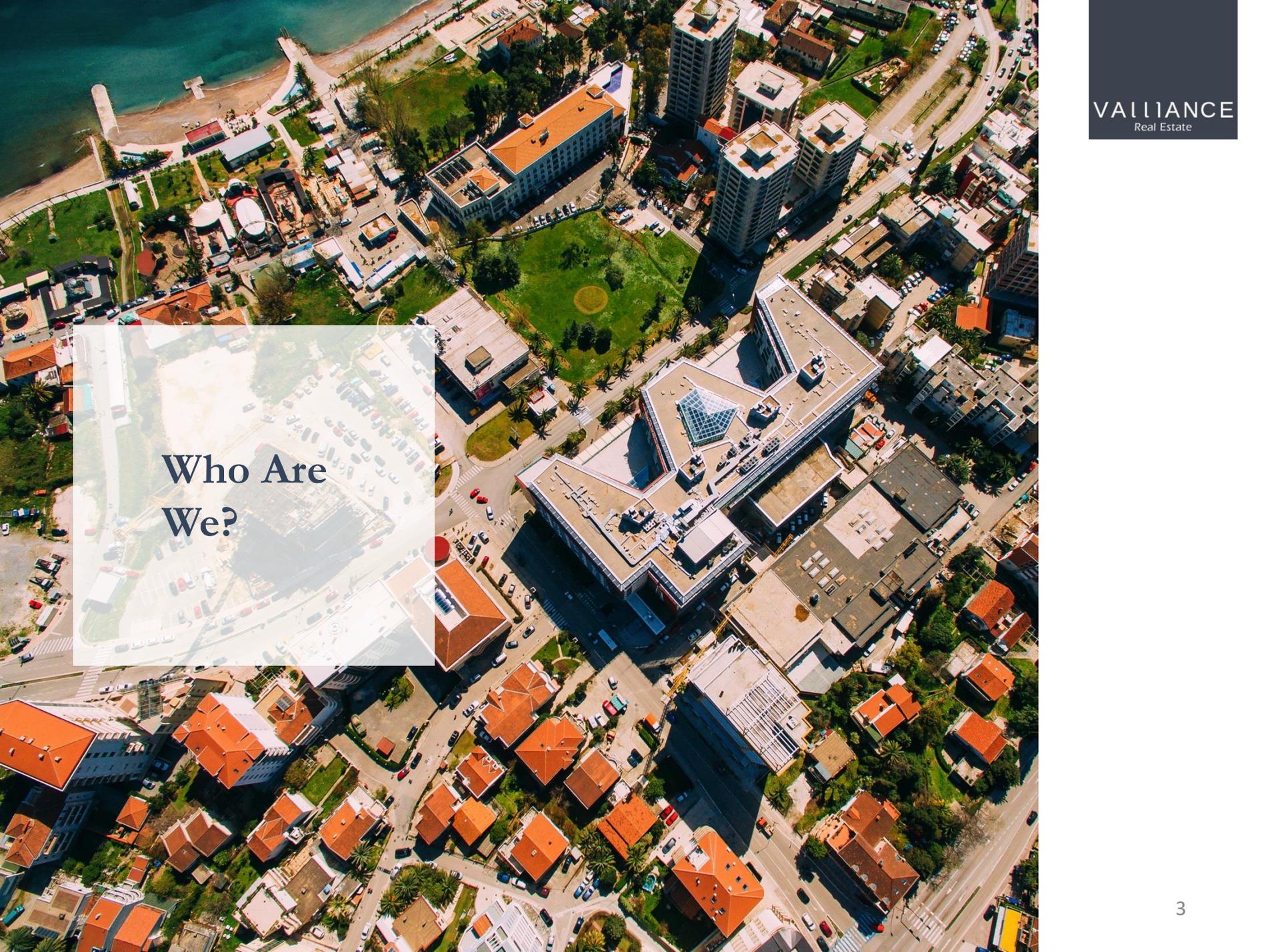
VALLIANCE
Real Estate

Asset &
Property Management



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Who Are
We?

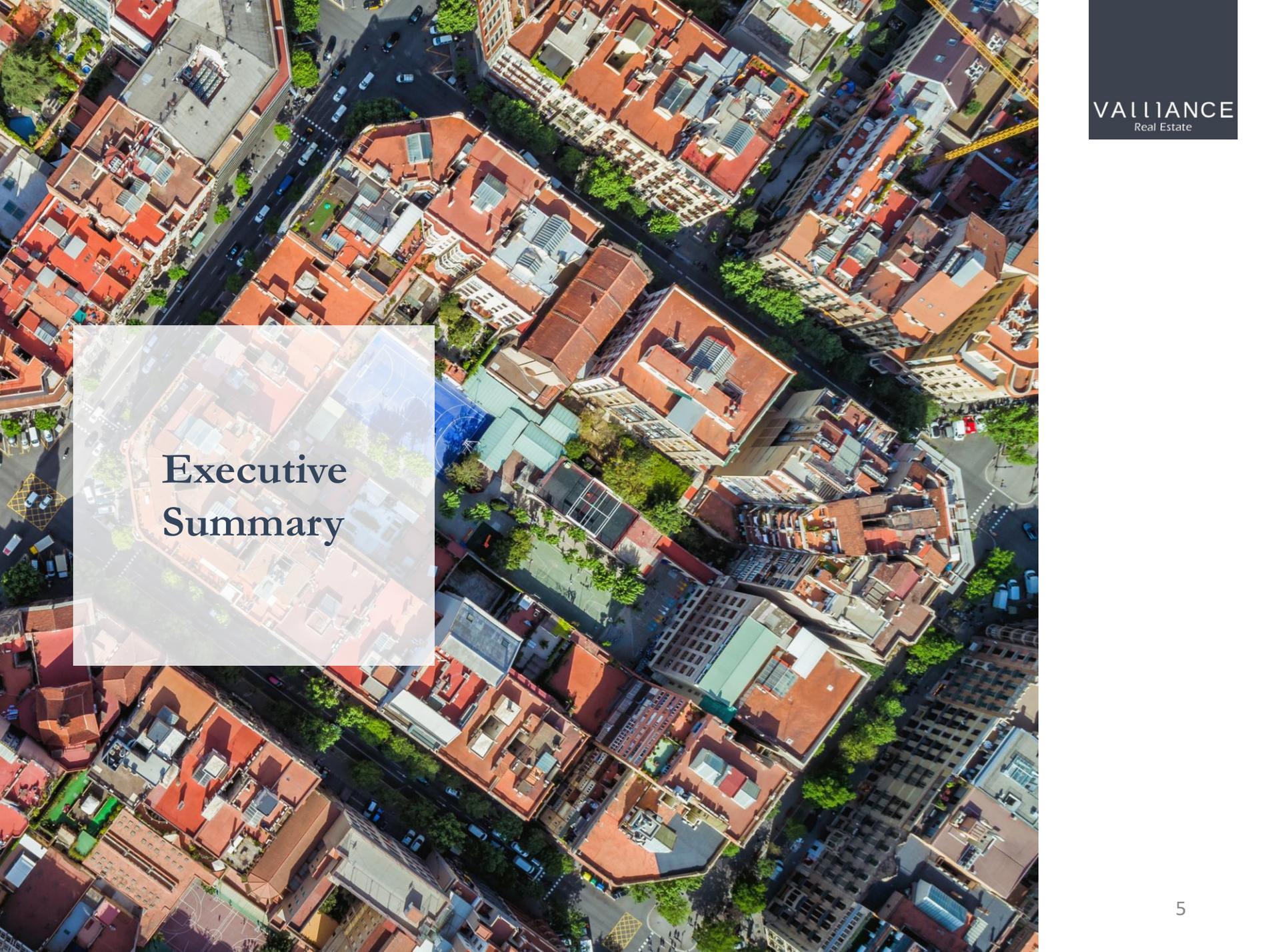
Who Are We?

Valliance is a real estate advisory company belonging to the Gesvalt group that offers a wide range of advisory, management and transactional services.

Valliance is composed of a team with extensive experience and professional qualification in **real estate asset management**, as well as in the provision of advice on real estate investment and divestment.

Valliance offers its 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 **maximization of their market value**.

Valliance offers its clients **customized attention** through a single interlocutor, supported by a team of specialists so that clients does not have to worry about the daily management, keeping them informed at all times.



Executive Summary

Executive Summary

Valliance aims to satisfy all the needs of its clients whose main objectives are:

- Maximization of the **Value** of the client's real estate portfolio.
- Definition of a real estate **Strategy** and a tenant mix that allows to benefit from the real estate market situation at all times.
- Reduction or elimination of non-recoverable costs of each building through **Optimization** of building service efficiency, energy savings, analysis of property-related taxes (IBI, etc.) and a CapEx plan aligned with the real estate strategy of each property.
- Identification of the optimal moment for asset divestment.
- Marketing of assets for sale or lease.

Executive Summary

Provision of added value service

Client satisfaction is our top priority.

Maximum **commitment** to our clients' interests: in-depth understanding of clients' needs and concerns.

In-depth market analysis to establish the most appropriate global strategy for the clients' properties.

Proactive management providing solutions and action plans.

Confidentiality, transparency and continuous communication.

VALLIANCE
Real Estate

- Your single interlocutor.
- Proven experience in the management of real estate assets in different markets.
- At your disposal to achieve your expected real estate profitability.

An aerial, top-down view of a modern building's interior. The central feature is a wide, dark-colored staircase with a glass railing, where several people are walking. On either side of the staircase are dining areas with long, light-colored tables and wooden benches. People are seated at these tables, some eating and some talking. The floor is made of large, light-colored tiles with a geometric pattern. A glass railing runs along the perimeter of the dining area. In the bottom center, there is a small service counter or reception area with a person standing behind it. The overall atmosphere is bright and contemporary.

Services



Services



Property Management

- Property status monitoring. Periodic inspection visits.
- Dimensioning of the necessary services to hire in the property.
- Budgeting of property operating costs and impact mitigation.
- Relationship with tenants, facilitating their satisfaction while occupying the property.
- Control and management of rent review. Annual index reviews, market rent reviews, etc.
- Control of property operation. Monitoring of the appropriate provision of all services.
- Control of invoicing related to rents and expenses chargeable to tenants. Monitoring and control of invoice issuance, rent collection and expense impact.
- Troubleshooting. Quick response in trouble management.
- Management of property damage accidents and notification to insurance companies.
- Marketing actions for vacant spaces. Advice and monitoring of the commercial strategy.

Services



Technical Management

- Advice on the selection and monitoring of the facility manager's tasks.
- Advice on the selection of other service providers in the property.
- Control and monitoring of the property's preventive and corrective maintenance program.
- Management of incidents and repairs. Budget request and presentation.
- Proposal and monitoring of preservation actions and necessary works.
- Monitoring of regulatory compliance of building services.
- Advice and control of the property's energy savings. Proposals for optimization solutions and monitoring of their implementation.



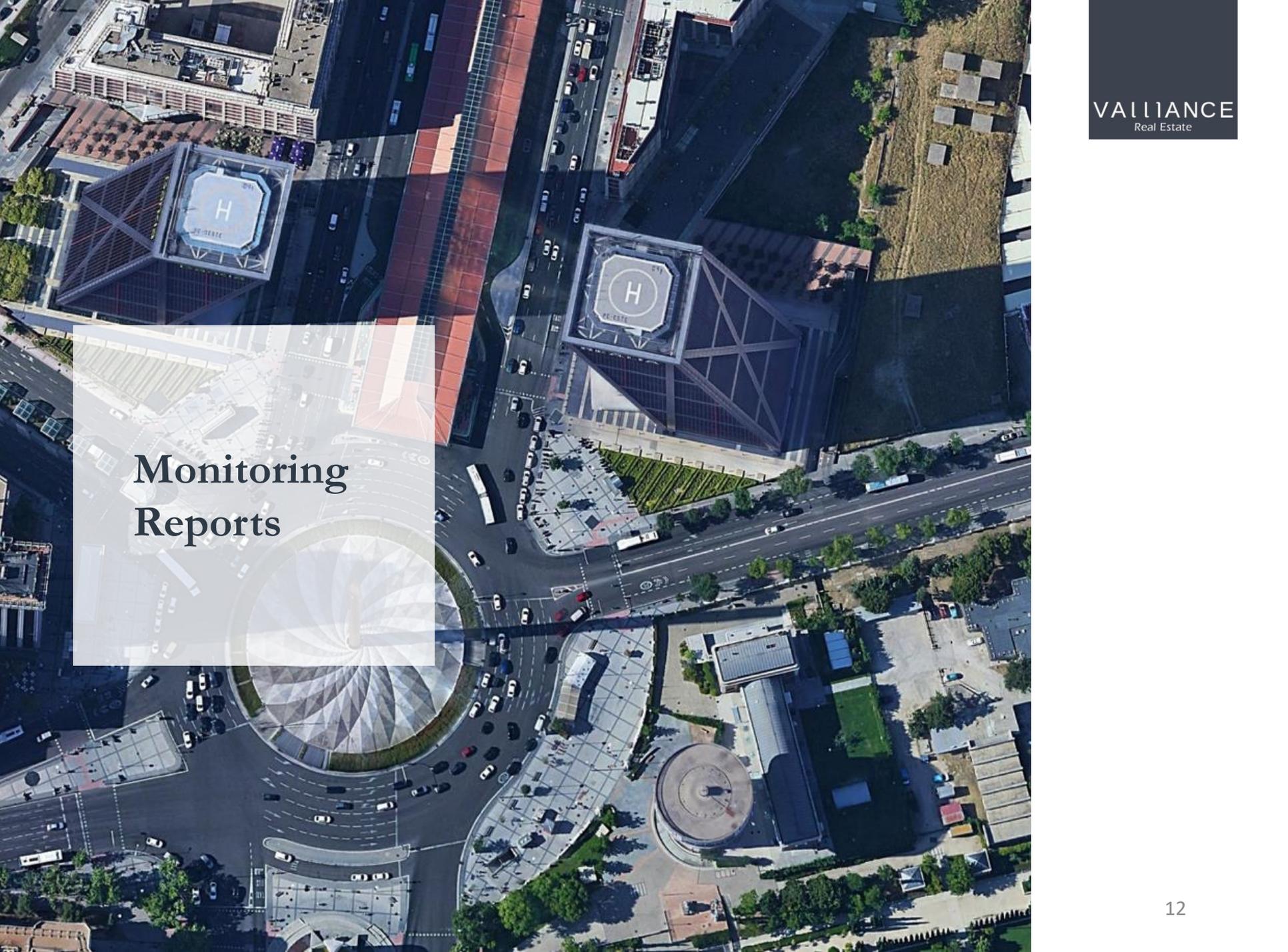


Services



Financial Management

- Preparation of financial statements. Balance sheet, profit & loss account, etc.
- Budget Control. Preparation and monitoring of annual budgets.
- Development of income and expense cash-flows. Non-recovered/recoverable expenses, taxes, etc.
- Monitoring and control of supplier invoice management, according to service contracts and / or approved budgets.
- Insurance contracting management. Monitoring of property damage accidents and claims, if any.
- Reception and custody of economic-financial documentation relating to the property.



Monitoring
Reports

Reports

Preparation and submittal of quarterly management report. If applicable, a monthly commercial report on vacant spaces is also included.

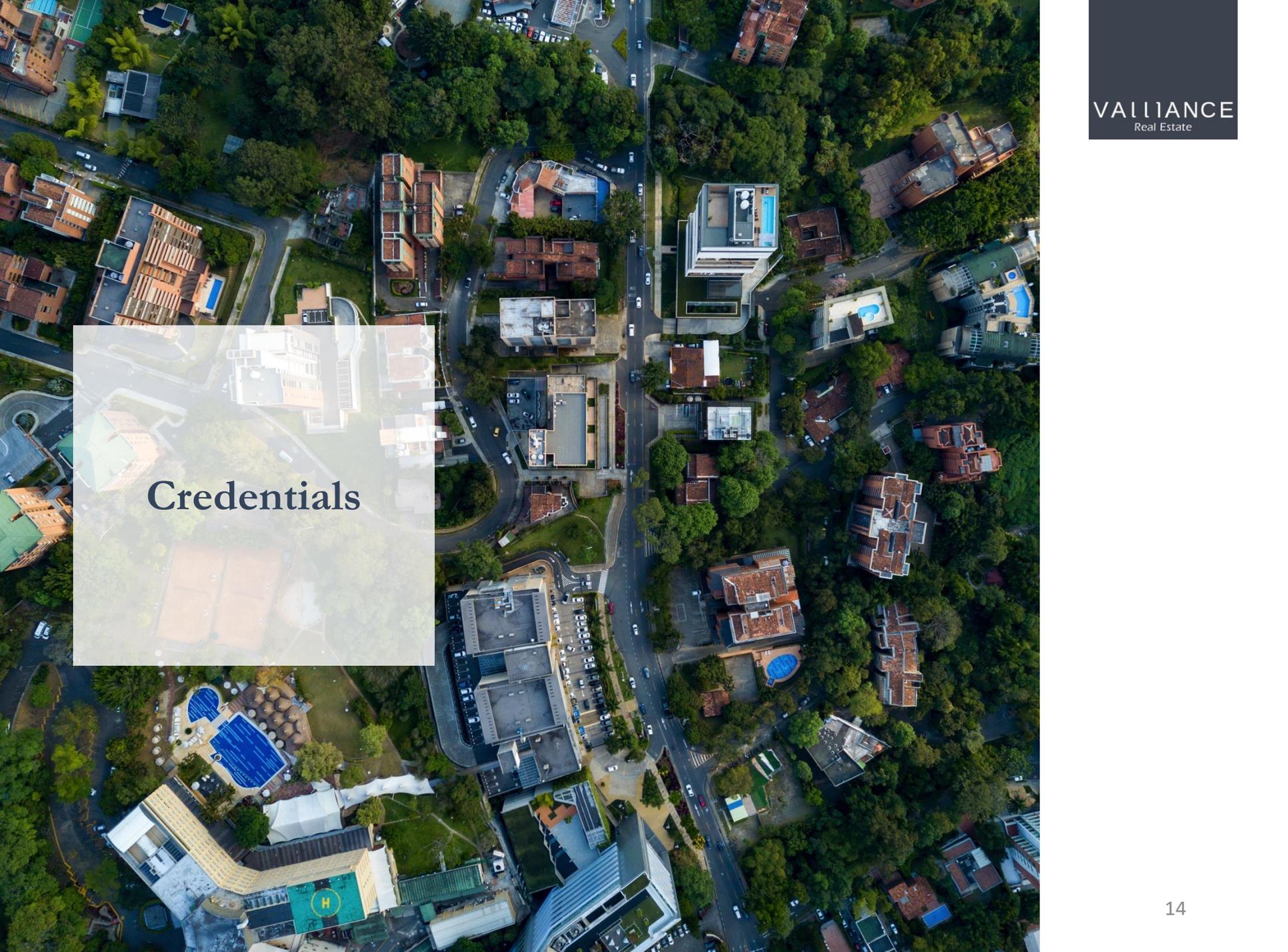
Asset & Property Management

Monthly Report

Monthly commercial report with the update of the commercial work on the spaces that could be vacant, list of visits, offers, etc.

Quarterly Report

Preparation and submittal of quarterly management report, detailing all relevant activities occurred during the quarter and updating the property's rental situation and budgets.



Credentials

Credentials

Valliance Asset & Property Management



Value of the portfolio
100 M€



285
Tourist
Apartments



Total Office Area
10.630 m²



18.290 m²
Total Retail Area



33.769 m²
Total Parking Area,
distributed in
1.312 parking spaces

Credentials



Success story

“Through an in-depth analysis of the market and its strategy, Valliance has advised us on the management of part of our main assets, such as those located in Levante and the Balearic Islands.

Their good work, proactivity and creativity made it possible that, through a single interlocutor, we could be informed of the daily management of our assets. Thanks to their extensive experience, they knew how to solve the different obstacles that usually appear in the management of singular assets, demonstrating great tenacity.

The ability to anticipate situations has been key to the success of management”.

Antonio Lloret Manchón
Real Estate Asset Manager Bankia

Bankia



Credentials



Success story

“The relationship between LBS & Valliance is excellent and Sharon provided specific feedback such as:

- *There is good rapport with the Valliance Colleagues*
- *Excellent communications which are easy to understand*
- *Easy to deal with*
- *Quick responses to emails & queries”*

Third Party Relationship Manager | Customer Division





Team

Team

Valliance Real Estate, has a management, financial and technical team and has extensive experience in real estate asset management.

Valliance

has contracts for the management of real estate assets with financial institutions and property companies in which it provides **Asset & Property Management services**, over more than 300 hotel units, a parking lot and a shopping centre.

Team



Juancho Escudero
Managing Director of Valliance

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.



Juan Pedro Gil Martín
Business Consultancy - CAD/BIM
Technician

Delineation with CAD program and 3D and 4D design programs.

With more than 18 years of professional experience, he developed his career in BIM Architecture, specializing in digital 3D design simulations. He collaborated with different architectural and engineering studios in construction projects of dwellings, industrial buildings, hotels and leisure complexes.

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