

Doughty
Hanson
& Co
real estate

CREATING SOLUTIONS

DOUGHTY
HANSON
& Co

Real Estate



Contents

- 1 Introduction
- 2 Real Estate Solutions
- 4 Development & Value Creation
- 6 Portfolio
- 8 Doughty Hanson Real Estate Team
- 9 Doughty Hanson & Co

Doughty Hanson & Co real estate

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Doughty Hanson & Co Real Estate is a leading pan-European property investor and developer

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With purchasing power in excess of €2.5 billion and a portfolio value of more than €4 billion, Doughty Hanson & Co Real Estate is a leading pan-European property investor and developer.

Operating since 1999, we are a pioneer in European real estate and have completed transactions involving 1.25 million square metres of office, retail and residential space in major European cities.

Our team of 25 investment professionals boasts more than 250 years of real estate experience. We provide solutions to the property challenges faced by major corporations and governments. Our offices are located in eight European countries and our expertise covers the whole of Europe. We respond to opportunities with tailored solutions to create value for vendors, partners, purchasers and the community.

Real Estate Solutions

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Our energy, expertise and ability to find creative solutions sets us apart

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Advances in technology and the changing use of property across Europe demand both experience and innovative thinking. Our Real Estate Solutions programme provides property and financial solutions to governments and major corporations.

As property owners come under increasing pressure to manage their portfolios more effectively, our Real Estate Solutions programme delivers results. Our approach combines real estate and financing expertise to generate innovative ideas and implement pioneering solutions. Companies such as Unicredito and L’Oreal and government organisations such as the Free State of Bavaria have worked closely with our team to address their real estate needs.

We have the experience to recognise and respond to the challenges faced by major corporations, from relocation and expansion to divestment and technological upgrade. Our expertise allows companies to place greater emphasis on their core business, generate cost savings and increase utility. We help businesses strengthen their balance sheet and improve returns on equity by monetising low-yielding assets and reducing capital expenditure.

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Doughty Hanson & Co Real Estate delivers value-enhancing solutions to leading companies and governments throughout Europe.

OUR PARTNERS

Corporates

- Accenture (Czech Republic)
- Alcatel (Italy)
- Bayerische Staatsoper (Germany)
- Grundig (Germany)
- Kobenhavns Energie (Denmark)
- Liberty Property Trust (UK)
- Royal Scandinavia (Denmark)
- Unicredito (Italy)
- Verlagsgruppe von Holtzbrinck (Germany)

Governments

- Botkyrka Municipality (Sweden)
- State of Bavaria (Germany)
- Upplands Vasby Municipality (Sweden)

OUR SOLUTIONS

- Disposal of unwanted property assets
- Sale and leaseback arrangements
- Redevelopment
- Build-to-suit facilities
- Company relocation and consolidation
- Improvement and modernisation
- Privatisation



Tumba Centrum
Stockholm - Sweden
Retail/Residential/Office, 32,000 sqm

1



Jakobsberg Centrum
Stockholm - Sweden
Residential, 67,000 sqm

2



Liljeholmsstrand
Stockholm - Sweden, Office
38,000 sqm

3



Vasby Centrum
Stockholm - Sweden
Retail/Mixed Use, 35,000 sqm

4



Liljeholmsborg
Stockholm - Sweden
Mixed use, 20,000 sqm

5



Finnish Retail Portfolio
8 Assets in Finland
Retail/Ancillary Office, 137,000 sqm

6



Havnestad Syd (Sjælsø Gruppen JV)
Copenhagen - Denmark
Office/Residential, 67,000 sqm

7



Kobenhavns Energi (Sjælsø Gruppen JV)
Copenhagen - Denmark
Office, 16,500 sqm

8



Royal Scandinavia (Sjælsø Gruppen JV)
Copenhagen - Denmark
Office/Residential, 72,000 sqm

9



Maximilianhöfe
Munich - Germany
Prime Retail/Office, 19,650 sqm

10



Berlin Residential Portfolio
Berlin - Germany
Residential, 62,700 sqm

11



Holtzbrinck Portfolio
Germany
Office/Logistics, ???

12



Uferstadt
Nuremberg - Germany
Office, 71,000 sqm

13



L'Oréal Italia Headquarters
Milan - Italy
Office Redevelopment, 20,000 sqm

14



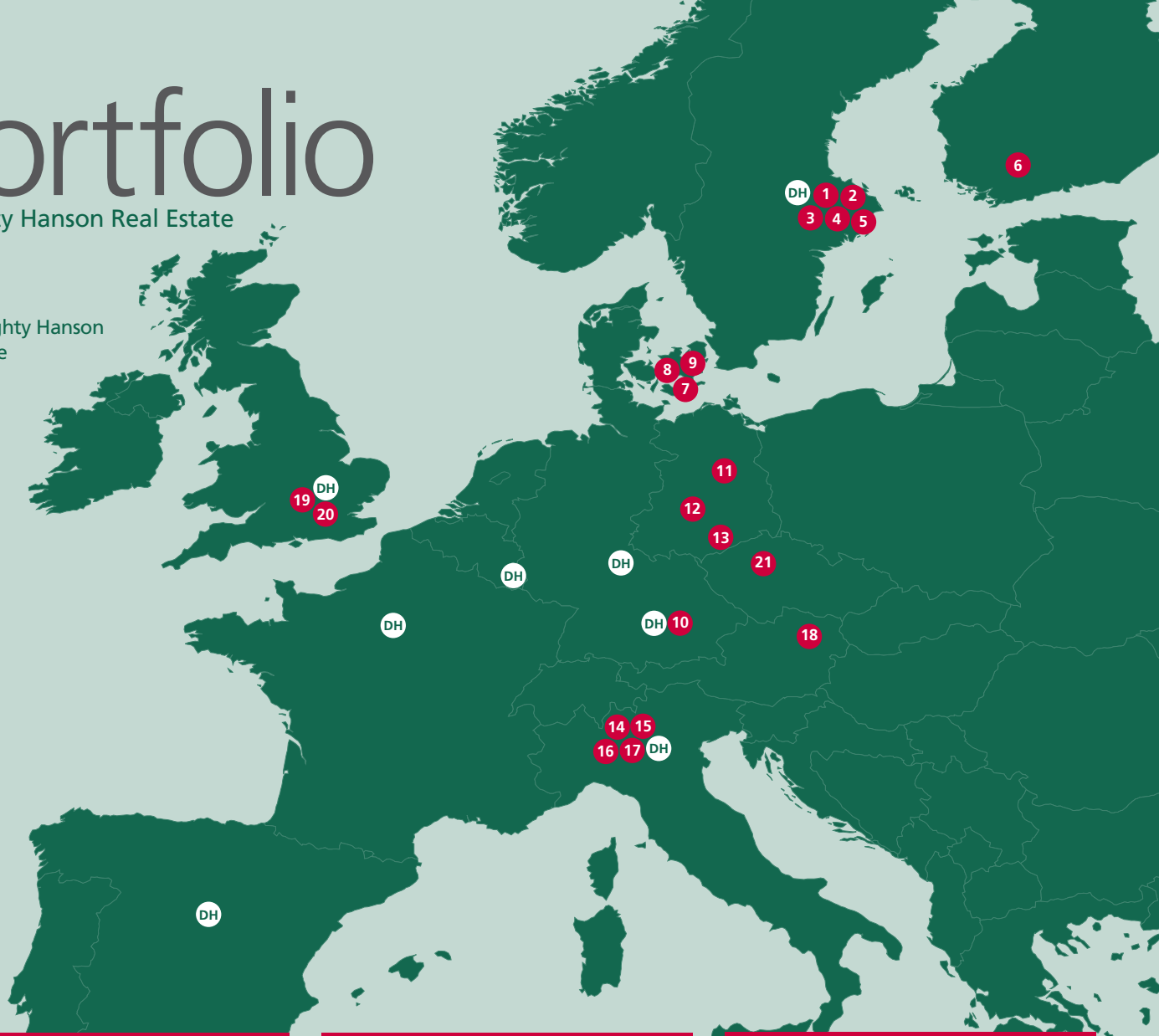
Bodio Center
Milan - Italy
Office Redevelopment, 65,000 sqm

15

Portfolio

Doughty Hanson Real Estate
Fund I

DH Doughty Hanson
Office



Maciachini Center
Milan - Italy
Office, 67,000 sqm

16



Orti Antichi
Milan - Italy
Residential, 27,500 sqm

17



IZD Tower
Vienna - Austria
Office, 63,000 sq m

18



Broad Street Mall
Reading - UK
Retail/Office, 29,000 sqm

19



ITN Building
London - UK
Office, 22,500 sqm

20



Nové Butovice
Prague - Czech Republic
Office/Mixed use, 65,000 sqm

21

Development & Value Creation

Development

We add value by improving the performance of real estate assets. This requires an intensive approach to active management throughout the life of an investment. Our multi-disciplinary team have the breadth and depth of expertise to ensure that a deal agreed is a deal done.

We have developed more than 650,000 square metres of space valued at more than €2.5 billion, spread across 12 projects in six countries. Half of our development portfolio has been acquired from, or in joint venture with, local development partners while the other half has been initiated directly by Doughty Hanson & Co Real Estate. We work with bespoke local development teams to take each project through to completion and actively manage every stage of the development process. Our speed of decision-making and team of locally-based experts ensure that projects don't stop short of the finish line.

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“

Doughty Hanson builds durable relationships with vendors, partners, purchasers and the community in which we invest

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Value Creation

Our team has the creative energy to transform properties. We focus on improving operations, refining configurations, updating technology and stabilising assets before selling to core, long-term investors. We work closely with local development and operating partners to manage development programmes including urban regeneration projects in historic cities.

Our approach enables all stakeholders to share in the value we create. We build durable relationships with vendors, partners, purchasers and the community in which we invest. We focus on maximising value for our partners and improving the experience for users of property and the wider community. We redevelop towns and cities, build new developments and improve shopping centres but we never forget the importance of smaller details like cycle paths and green space. While developing the heart of Munich we even built a new rehearsal hall for the Bavarian State Opera!

Real Estate Team

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“Our team use local knowledge and industry experience to provide tailored real estate and financing solutions”

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Our team comprises architects, engineers, surveyors, lawyers, tax specialists and financiers. Between us we possess more than 250 years of experience spanning all major European countries and covering all real estate sectors. With our local knowledge and in-house expertise, we react swiftly and decisively to create a custom solution for every challenge.

We can handle single assets and portfolio acquisitions, complex ground-up developments and urban regeneration projects efficiently and effectively. We have the strength and flexibility to invest alone or in partnership with vendors, local operating partners or other institutional investors.

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Doughty Hanson & Co

Formed in 1985, Doughty Hanson & Co is one of Europe's most successful private equity fund managers. Our team of 50 professionals have made more than 100 investments totalling €23 billion on behalf of leading private and institutional investors from around the world.

We have exposure to three asset classes: private equity, technology and real estate. We have helped household name companies successfully evolve from family businesses to global organisations and develop world-class management teams.

We have a track record of achieving superior returns across a spectrum of asset classes and delivering value for both the owners and managers of the businesses we acquire. We work in close partnership – and towards shared strategic goals – with strong management teams driving the value of assets.



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Doughty Hanson & Co Managers Limited is regulated in the UK by the FSA.

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