



INVESTMENT MANAGEMENT ADVISORY

RECENT RETAIL SUCCESSES JUNE 2017

The first half of 2017 has been a busy time with a significant amount of investor interest and activity in the Iberian markets. We are pleased to have been able to advise on both the sale and acquisition of 4 important shopping centre and 3 major retail park transactions in Spain and Portugal with a value of over €700 million.



FORUM COIMBRA & FORUM VISEU

RPE advised CBRE Global Investors on the sale of two shopping centres in Portugal.

Forum Coimbra is a 50,000 m² high quality regional shopping centre located in Coimbra in central Portugal, and is anchored by a Continente hypermarket, Inditex, FNAC and Primark. The centre was developed in 2006 and benefits from over 8 million visitors.

Forum Viseu is located in the city of Viseu again in Portugal's central region and is a modern urban shopping centre developed in 2005 comprising 18,700 m² and is anchored by Zara, Massimo Dutti, Stradivarius, Pull & Bear and a Pingo Doce supermarket.

After running a successful open market process that generated significant interest, the portfolio was sold to Greenbay/Resilient a South African REIT with this being their first acquisition in the Portuguese market.



SPANISH RETAIL WAREHOUSE PORTFOLIO

Acting on behalf of Castellana Properties Socimi, a subsidiary of Vukile a listed South African REIT, RPE acquired a €193 million portfolio of 9 retail warehouse parks located throughout Spain with a total lettable area of 117,670m² from Redevco Iberian Ventures.

The retail parks are all consolidated and are occupied by Spain's leading retail warehouse occupiers.

The transaction represents Vukile's first investment in the Spanish market.



CENTRO COMERCIAL H2O, MADRID

RPE advised CBRE Global Investors in their agreement to acquire a majority stake in Centro Comercial H2O, a 52,000 m² shopping centre located in Rivas Vaciamadrid, a new and growing suburb to the city.

The centre was developed in 2007 and benefits from nearly 8 million visitors per year and has significant growth potential.



PARQUE COMERCIAL ABADIA, TOLEDO

Parque Comercial Abadia is a prime retail park that was developed in 2011. The 53,000m² park is one of the top retail parks in Spain and as is anchored by Alcampo, Leroy Merlin, Decathlon, Media Markt and Conforama.

RPE originally advised Rockspring on the acquisition of the retail park in 2011 and were co-mandated in late 2016 to run an open market sale process, which resulted in strong interest from both existing investors as well as many new entrants to the Spanish market.



CENTRO COMERCIAL METROMAR, SEVILLA

Acting on behalf of a Schroder managed joint venture, RPE advised on the acquisition of Metromar, a 23,500 m² urban shopping centre located in a wealthy suburb of Sevilla.

The city and the shopping centre have good growth prospects and the intention is to undertake a refurbishment and repositioning of the centre.

RPE has been retained for the local strategic asset management services.



PORTIMÃO RETAIL CENTER, PORTIMÃO

RPE advised Redevco Iberian Ventures (a JV between ARES and Redevco) on the sale of Portimão Retail Center, a €20 million retail park in Portugal's Algarve to Olimpo Socimi.

Portimão Retail Center is a 12,000 m² core Retail Park with a strong track record.

RPE advised ARES on the acquisition in 2014 and assisted with the asset management during the ownership period prior to sale in Q2 2017.

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