





Services



Focus on luxury high-end residences in key local markets in Spain

First-class knowledge of our key local markets

Costa del Sol, Baleares, Madrid

Specialist in luxury residential

In-depth understanding of global and local demand in this market segment

€690m / 850+ units managed since firm's repositioning in 2015

Focus on preserve capital and attractive risk-adjusted returns

Average multiple >2.0x

Track record with institutional / professional investors

Nortia, A&G Banca Privada / EFG Bank (Switzerland), Oak Hill Advisors, etc.

Young, entrepreneurial and motivated management

Experienced senior team

Professionals with extensive experience in residential real estate development in first-rate developers

Own multidisciplinary team

Architects, technical architects, financial, marketing, sales and legal

Combining local knowledge in key markets with a superior understanding of the global demand for high-end properties



Focus on luxury high-end residences in key local markets in Spain

COPASA-RGZ has extensive experience in real estate development and integral project management, from plot search, technical analysis of the operation, economic studies, search and processing of bank financing, marketing, architectural and engineering project drafting and technical project management.

Within the team there are professionals with more than 25 years of experience in the development of luxury residential projects on the Costa del Sol, with architects, technical architects, economists, lawyers and sales staff

We are specialists on Turn-Key projects in Costa del Sol, ranging from larger developments to individual villas and unique assets.

The group in its totality counts with more than 1,300 employees in more than 15 countries, with a works backlog of more than €2BB.

- More than 1,200 projects delivered between construction and development
- €321MM turnover
- €46MM EBITDA



Services

Plot Search

Market studies, economic studies, architectural studies, management, closing of operations.

Finance

Management of mortgages for the different phases of the work (land financing, urbanization works, building works). Management of the surrogacy, if any, of the clients in the mortgage loan to the developer. Management of guarantees, bonds and any other financial instruments necessary for the project.

Financial and Feasibility Studies

Preparation of feasibility and profitability studies of the different development possibilities that the project offers. Preparation of budgets and P&Ls of the project. We structure complex real estate operations through financing with investment funds, family offices and individual investors both through debt and capital. Specialized in Built To Rent projects.

Construction Management

Call and coordination of the tender competition of the work for the election of the general contractor. Negotiation of construction contracts. Control and monitoring of the development of the construction, ensuring compliance with the agreed implementation deadlines. Preparation of monthly reports on the execution of the work, both from a constructive and budgetary point of view.

Architecture

Drafting, monitoring and approval of sectorisation projects, partial plans, interior reform plans, detail studies, urbanisation projects. Constitution, coordination, processing and management of compensation boards. Drafting of preliminary projects, basic projects and building execution projects. Management of licenses and permits before the different administrations, both those necessary for the start of the work and for its completion and delivery.

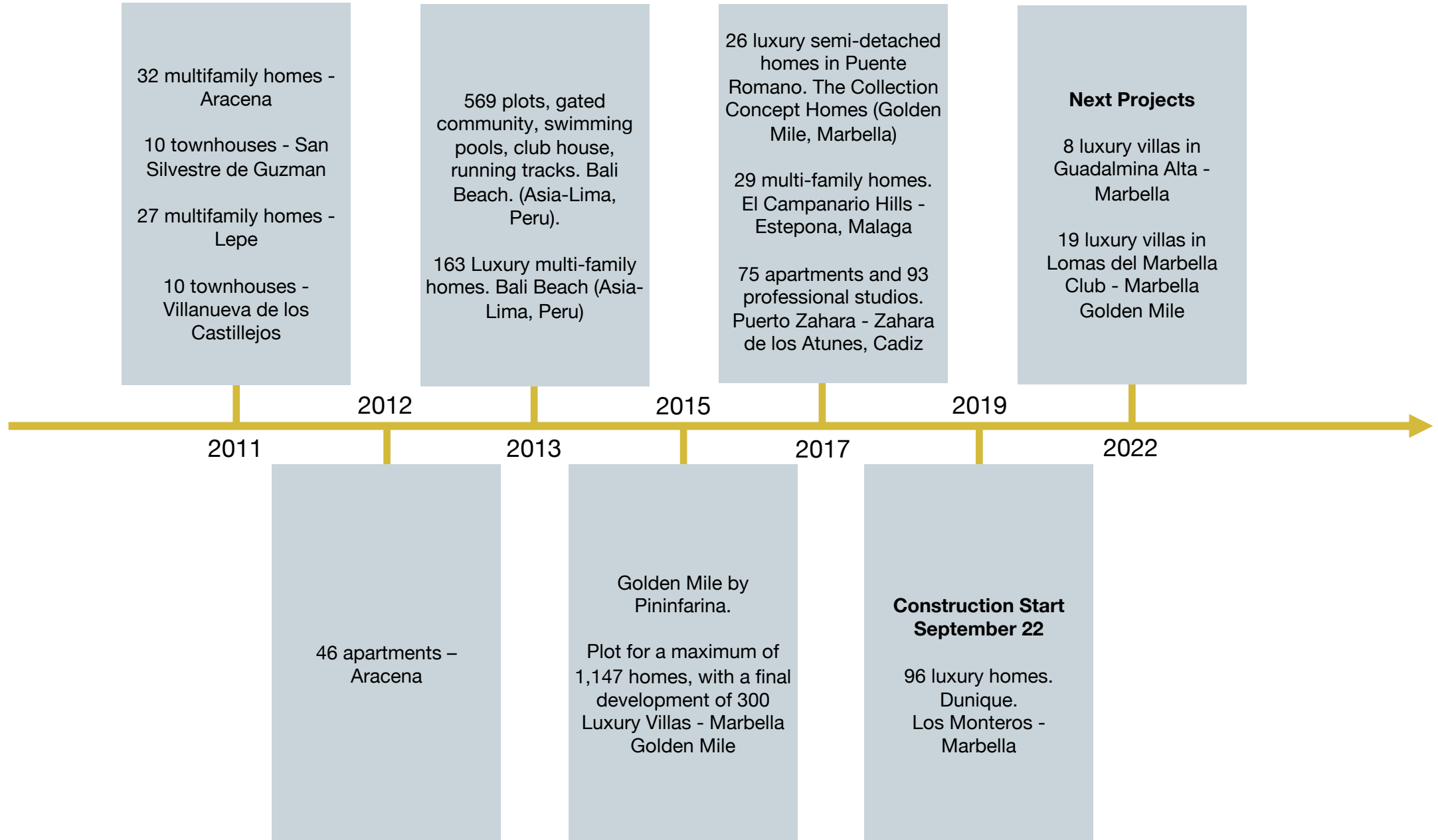
Marketing

Creation of commercial teams. Recruitment and coordination of the work of the different marketers. Coordination of marketing work and advertising events. Processing of contracts and other documentation of the units sold, both through their own channels and through the contracted marketers. Coordination of the delivery and deeding of real estate units. After-sales management.

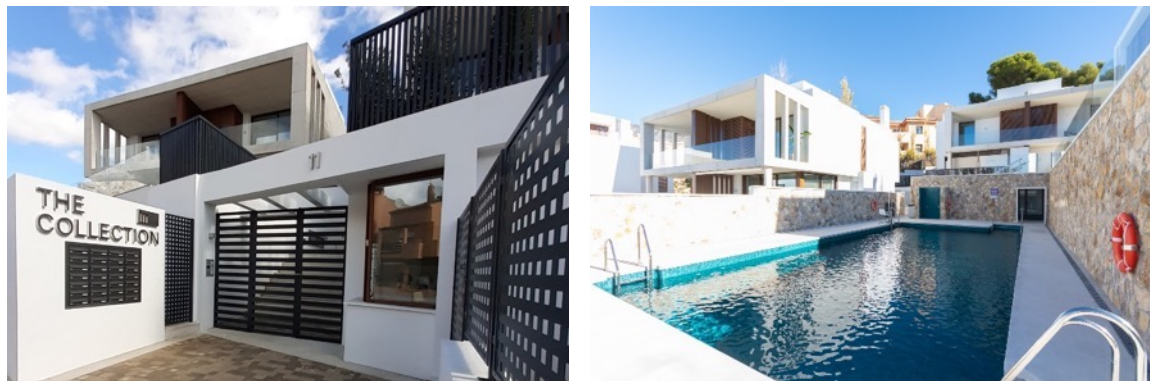


Track Record

History – Selected projects



The Collection Concept Homes. Marbella Golden Mile

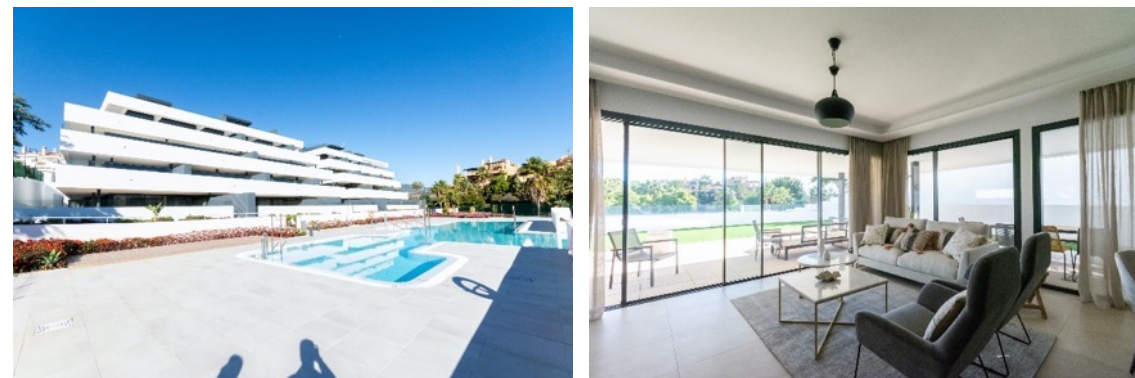


Plot surface: 8,214 sqm
Number of units: 26 semi-detached villas
Average dwelling size: 203.00 sqm built plus common areas

Sales figure: €34,000,000
Unit price: between €1,375,000 and €1,495,000
Delivered in 2021

Main Investor: A&G Banca Privada / EFG Bank (Switzerland)
Total Equity: €8,165,000
Profit: €6,600,000
Total Return: €14,765,00
Tenor: 3,5 years
Financing bank: Banco de Sabadell

El Campanario Hills. Estepona New Golden Mile



Plot surface: 5,458 sqm
Number of units: 29 apartments
Average dwelling size: 146 sqm built plus common areas

Sales figure: €15,447,000
Unit price: between €337,000 and €1,100,000
Delivered in 2021

Main Investor: Nortia / Eiffage
Total Equity: €3.800.000
Profit: €2.500.000
Total Return: €6,300,000
Tenor: 3,5 years
Financing bank: Banco de Sabadell

Track Record

Dunique – Marbella Los Monteros. Beachfront



Plot surface: 36,611 sqm

Number of units: 96

Type of dwellings:

- 64 apartments
- 32 townhouses

Sales figure: €330,000,000

Unit price: between €2,000,000 and €8,000,000

Investors: Copasa / Nortia

Total Equity: €70,000,000

Profit: €60,000,000

Total Return: €130,000,000

Tenor: 4 years

Financing bank: Banco de Sabadell

Puerto Zahara – Zahara de los Atunes (Cádiz)



Plot surface: 31,152 sqm

Number of units: 223

- 75 multifamily homes
- 148 professional studios

Sales figure: €44,000,000

Unit price: between €180,000 and €250,000

Delivered in 2021

Investor: Palacio de Pilas Socieda Cooperativa Andaluza

Housing Cooperative

Profit: n/a

Total Return: n/a

Tenor: 3 years

Financing bank: Bankinter



CONCESSIONS

Fully incorporated into the construction and services sectors, the concession regime is also an important revenue stream for COPASA, especially in the field of highways, where the company is already operating three important concessions: Salnés Highway, Celanova Highway and the recently launched Autovía da Costa da Morte. These contracts make COPASA a leading agent in the highway concession sector.

Concessions for wastewater treatment plants, car parks and urban waste management are other projects in which the company is present.

COPASA currently operates underground car parks both in Spain and in South America. The same occurs in the field of hydraulic and environmental infrastructures, in which the Company, either directly or through one of its subsidiary companies, is present in the management and operation of ETAP and EDAR, management of supply and sanitation networks of water and collection and treatment of urban solid waste.

MORE THAN 70KM OF HIGHWAY AND MORE THAN 5,000 PARKING SPACES CONCESSIONS



CONSTRUCTION AND CIVIL WORKS

COPASA is a company recognized internationally for its ability to build large infrastructure projects. Its experience, accumulated over more than 30 years of history, makes it a benchmark in the execution of civil works.

The Company has five specialized business units: railways, highways, hydraulic works, construction and ports.

Our most emblematic work is the High Speed Train from Medina to Mecca in KSA, with a budget of €6,700,000,000.

During 2021, its volume of work is €1,756,000,000.

MORE THAN 300KM OF HIGHWAYS BUILT AND MORE THAN 1,600 KM OF RAILWAY TRACK INSTALLED



Track Record



BUILDINGS AND RESIDENTIAL

Schools, universities, libraries, theaters and auditoriums, hospitals and health centers, sports stadiums, airport terminals and residential buildings; All this represents a constant in the long career that has been developed both in Spain and in America, with projects carried out in Mexico, Chile, Brazil and Peru.

The new La Portada Stadium, in La Serena, Chile, the new building for the Courts of Ourense and the Hospital of Jaén (Peru), are among the recently completed works.



Salvador Prime residential, Hotel and Commercial Complex in Salvador de Bahia, Brazil



384 Homes, garages and storage rooms in San Paio de Navia in Vigo, Pontevedra

Track Record



Villa Privilege Residential Complex in Salvador de Bahia, Brazil

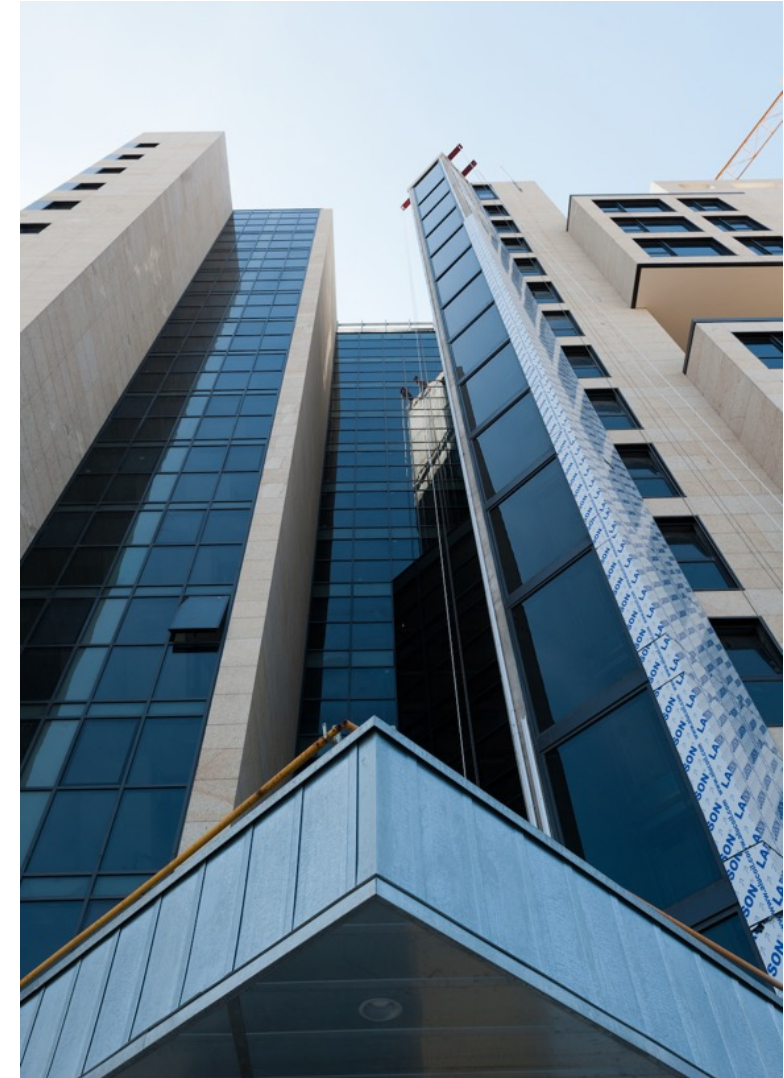


Taylor Wimpey-Copasa, Camp de Mar, Majorca

Track Record



192 Homes, garages and storage rooms in San Paio de Navia in Vigo, Pontevedra



Mix-used building in Madrid

Expansión

Mercados Ahorro Empresas Economía E&Empleo Jurídico Más

Suscríbete Inicie sesión

← Empresas

Construcción e Inmobiliario

Banca

Energía

Tecnológicas

Distribución

Más +

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CONSTRUCCIÓN Y SERVICIOS

Copasa mejora su perspectiva con una cartera de obra por 1.756 millones a mitad de año

EXPANSIÓN.COM 17 DIC. 2021 - 16:28

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¿Por qué este anuncio?

José Luis Suárez es presidente de Copasa. EXPANSION



The Team

The Team

Builders - Developers



Juan Manuel Reyes González, CEO and Founding Partner of RGZ (Inversiones Reygonza), a Civil Works Engineer by the University of Algeciras (Cádiz), and Master in Town Planning and Real Estate Development by the Instituto de Práctica Empresarial of Málaga; he has participated in the development and integral management of over 18.000 residential units between Peru and Spain, through various company vehicles, developer and management Companies, amongst them: Alegra Marbella SAC (Perú), Diamond Luxury Real State, S.L., Arion Partners, S.L., and the different corporate structures applied to each Project.



Carlos Antón Romera, Alternative Financing Director, is a former senior banker at Santander CIB (7 years,) responsible for Real Estate funding origination in Spain and Portugal and EMEA coordinator with more than fifteen years experience in Investment Banking at Santander, KPMG, Credit Suisse and Deutsche Bank. Bachelor in Business Administration at CUNEF and Executive MBA at IESE Business School



Iván Muñoz García, Sales and Marketing Director has over 16 years experience in the real estate sector leading sales and marketing teams across 4 continents and over 12 countries. Iván holds a Master in Digital Marketing, and is an expert in real estate marketing. His professional career includes General Manager in Madrid & International Sales Manager EMEA in REGUS (IWP), Associate Director for Compass Offices (Hong Kong and APAC), Sales and Marketing Director for Arion Partners Group, Marketing Director for Southern Spain at Gilmar Real Estate and Commercial Director for the Andalusian Delegation of the Real Estate Division of Nortia Business Corporation.

The Team

Builders - Developers



Alfonso Martínez Valenzuela, Finance Director, has 20 years of experience in financial markets, having held executive positions in the stock market at Bestinver, S.V.B. (Acciona Group), corporate and private banking at Fortis Bank and BNP Paribas, and as CFO at Construcciones B.SOLÍS, the leading building company at Costa del Sol. Alfonso has a Degree in Business Administration by UEM University and Executive MBA in San Telmo/IESE Business School



Óscar Díaz Redondo, Architect and Technical Director has over 20 years professional experience in town planning, building protocols and applicable legislation for the centralized and autonomous regions, and a proven capacity to manage multidisciplinary teams with the purpose of optimizing cost-effective indicators in real estate development. His professional career includes Municipal Architect for the Town Hall of Casares (Málaga) and Technical Director for the Andalusian Delegation of the Real Estate Division of Nortia Business Corporation. Oscar counts in his career with numerous studies on town planning, zoning, project design and works management.



Lola Corral, Legal Director, holds a Degree in Law by the the UCM and is a member of the Malaga Bar Association. Her professional career of over 30 years, includes Head of Customer Operations in Citibank España, Marketing Director in Banco Directo Argentaria, Senior Technical Advisor for Open Bank, HR and Quality Control Director Costa del Sol for Halifax, Project Manager Costa del Sol at Bancaja Habitat, Delegation Director for CajaSur in Marbella, Director of International non-resident division in Pérez de Vargas Abogados specialising in real estate, town planning and banking law and Legal and Commercial Director at Arion Partners Group. Bilingual in English and Spanish, Lola is fluent in French and has basic knowledge of German.

The Team

Builders - Developers



Jesús Rodríguez Roldán, Project Director, has more than 13 years of experience in the construction sector leading teams and delegations, both nationally and in Latin America. Jesús has a degree in Technical Architecture and his professional career includes work as Head of the Costa del Sol Department at Copasa, Country Manager at Tr Construya in Peru, Head of the Contracting Department at Tr Construya in Spain, and Works Manager at Tr Construya for the Delegation of Andalusia.

He has led teams and works, reviewing and authorizing tenders, contracts, certifications and technical and financial control reports, as well as launched commercial strategies, seeking bids and contracts, always achieving the set KPIs.



Carmen Funes Extremera, Project Manager, holds a degree in Business Administration from the University of Malaga. She has 23 years of experience in the real estate sector, occupying positions of Financial and Commercial Management in different development groups and developing important residential projects on the Costa del Sol for 15 years on her own.

From 2012, she has held Project Management functions in different residential projects, mainly with GRUPO HUMANAR MALAGA and various other investment funds, managing the whole cycle of the development.



Thank You