



fenext

Company Presentation

Madrid
2024

BUSINESS AREAS

Founded by José María Carpio in 2017, Fenext is your partner in Spain that provides services for the acquisition, development and property management for value-added assets.

We understand the project and operation management as a process of full support to our clients. Therefore, Fenext covers all areas related to the development of any investment project.



Acquisition Management

- Identification of investment opportunities
- Deal analysis and strategy determination
- Due Diligence
- Closing of the transaction

Development

- Business Plan development
- Budgeting planning
- Technical/Commercial management
- Development accounting



Asset/Project Management

- Execution of strategy and implementation of the business plan
- Reporting activities
- Benchmark

Property Management

- Property Accounting
- Commercial Property Management
- Technical Property Management
- Capex Budgeting and Monitoring



WHO WE ARE

We are a team with solid training, skills, extensive and international experience in the real estate sector. This allows us to make available to our clients all the necessary qualifications to fulfill their projects, committing throughout the whole life cycle



José María Carpio

Founder & Managing Partner

- Graduated in Law from the University of Navarra. Degree in Management and Administration of Real Estate Companies at the National Center for Real Estate Studies
- Professional career started in 1994 in leading Spanish real estate developers : Acciona, Bami and Metrovacesa.
- 12 years working in Paris as President and CEO of Financière Rive Gauche and Atland Développement: 200 M€ annual turnover, 60 employees, 45 operations (3.300 houses y 150.000 m² offices)
- Board Member of real estate development companies in Hungary, the Czech Republic and Morocco
- Founder and managing partner of Fenext and Fenext Development since 2018.

WHO WE ARE



Guido Alvarez

Director - Planning & Construction

- Degree in Civil Engineering from the Universidad Europea de Madrid and a degree in Technical Architecture from the Universidad Politécnica de Madrid
- More than 15 years of experience, in the construction sector, both industrial and residential, working for renowned construction companies such as Arpada and Construcciones San Martin then in property development and real estate fund management



Carlos García

Director - Project Management

- Degree in architecture with a master's degree in urban planning and construction
- Professional career developed entirely in the real estate sector, passing through different functions: appraisals, urban planning, project and construction management, and sales in companies such as Acciona or Rayet



Jorge Vidal

Director - Development & Project Management

- Degree in Economic and Business Sciences and Master in Business Administration
- Linked to the real estate sector since 1998 working in companies such as Metrovacesa or Grupo Tremen
- Ten years as Purchasing Director in a renowned Andalusian business group linked to the industrial packaging sector



Andréa Gorayeb

Director - Marketing & Communication

- MBA in Marketing & Communications from Dauphine University in Paris
- Marketing and Advertising Department of prime French TV channels, such as TF1 and TV5
- 8 years as head of the Marketing and Communication departments of various financial identities in Beirut (Lebanon), BNP Paribas among others

WHO WE ARE



Javier Pérez-Urruti

Senior Associate - Accounting & Finance

- Degree in Economics and Business Administration from the Universidad Autónoma de Madrid
- Professional career within the real estate sector, working for more than 5 years in multi-client BPO consulting, with national clients and international funds
- Financial sector experience within BNP Paribas in Madrid



Guillermo Hueso

Senior Associate - Development & Project Management

- Degree in Civil Engineering and Master in Management
- Professional career entirely linked to the real estate sector, working since 2019 for Copernicus, a renowned real estate servicer, holding the position of Real Estate Manager

Portfolio

We currently have a portfolio of identified and available earning assets aligned with our clients' investment strategy.

Current Portfolio



Assets



Volume



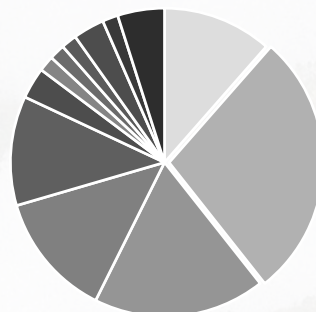
Profitability



Operating assets

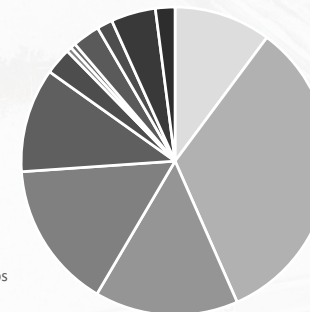
- Oficina
- Retail
- Industrial
- Hotel
- Logístico
- High Street
- Senior Housing
- Educativo
- Coliving
- Apartamentos Turísticos
- Mixto
- Deportivo

Distribution by type of asset (%)



- Oficina
- Retail
- Industrial
- Hotel
- Logístico
- High Street
- Senior Housing
- Educativo
- Coliving
- Apartamentos Turísticos
- Mixto
- Deportivo

Distribution by type of asset (€)



Average
operation



7,5 M



+ 6.00 %



Retail / Industrial



Operating asset

Track record

Why us?

5 years of experience in advising clients with similar investment strategies on the purchase and management of real estate.

Acquisition Management / Property Management

65 M€

Investment volume

12

operations

6,96 %

Average profitability

3,5 M€

Annual rent volume

9 años

Medium mandatory duration

16 años

Medium contract duration

Project Development & Management

Residential

12 M€

Investment volume

4

operations

7.150 m²

Surface

Tertiary

20 M€

Investment volume

3

operations

170.000 m²

Surface

AM and PM track record



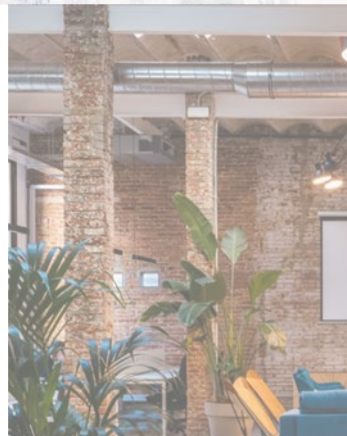
La Centrifugadora

Coworking

Valencia

9.3 M€

7.8 % Yield



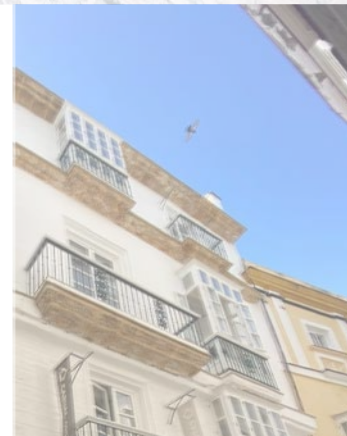
The Haus

Coworking

Barcelona

2.75 M€

5.9 % Yield



Hotel Casual

Hotel

Cádiz

3.55 M€

6.21 % Yield



IberEspacio

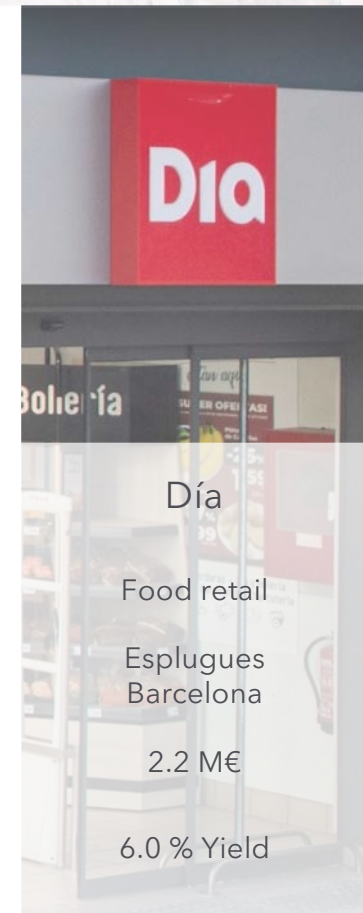
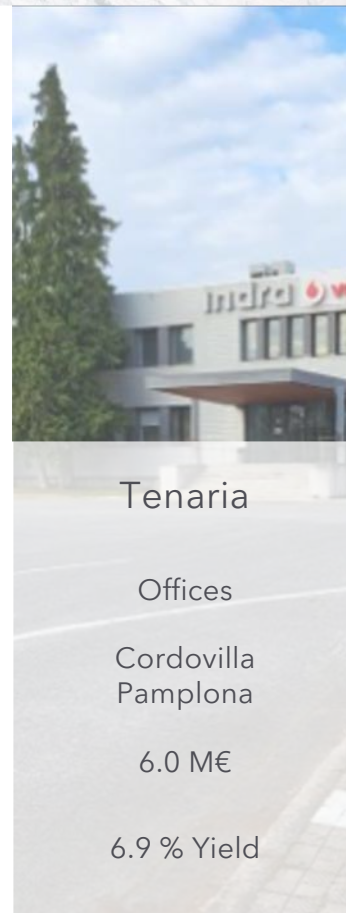
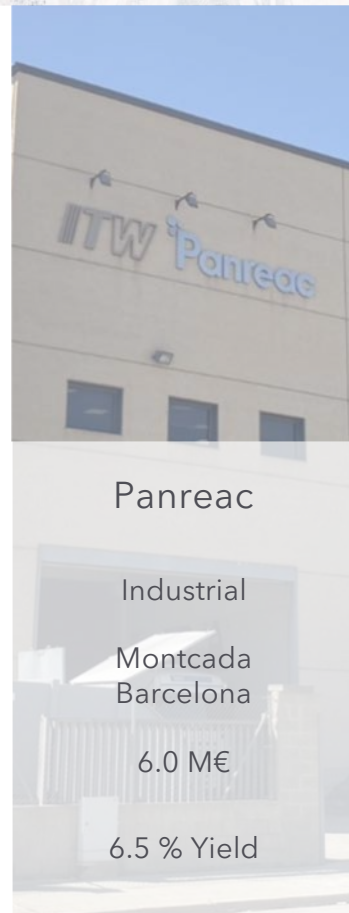
Industrial

Torrejón de Ardoz
Madrid

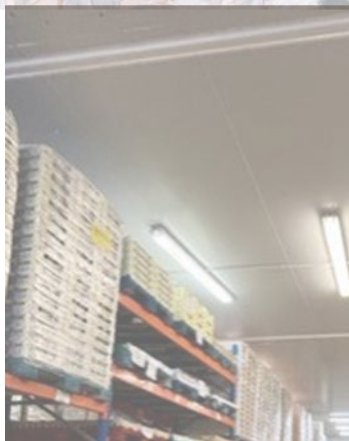
8.0 M€

6.3 % Yield

AM and PM track record



AM and PM track record



El Árbol

Industrial

Oviedo

3.5 M€

11.6 % Yield



Belaran

Industrial

Andoain

4.6 M€

6.3 % Yield



Pienso y Mascotas

Industrial

Córdoba

3.1 M€

6.8 % Yield



Obramat

Retail

Santiago

8.9 M€

6.4 % Yield

An aerial photograph of a construction site. A large yellow tower crane is positioned diagonally across the frame, extending from the top left towards the bottom right. In the center, a large building is under construction, with its roof structure visible. The surrounding area includes various construction materials, equipment, and other buildings in the background. The text "Development track record" is overlaid in the center of the image.

Development
track record



PINARES

41 houses development with a distinctive and modern style. Natural colors have been intentionally sought to harmonize with the abundance of sun and the proximity to the generous green areas that surround it.



Acquisition

- Identification
- Deal analysis and strategy determination
- Due Diligence
- Closing of the transaction



Development

- Business Plan
- Budgeting planning
- Technical/Commercial management



Disposal Management

- Sale strategy
- Sale process



Sustainability - Green areas

The project was carried out seeking to respect the harmony of the environment and integration with the natural environment, maximizing the presence of green areas

LA CENTRIFUGADORA

Reconversion project of an industrial building from the beginning of the 20th century into a coworking office space (La Centrifugadora), one of the most demanded products currently in the city (Valencia)

Acquisition



- Identification
- Deal analysis and strategy determination
- Due Diligence
- Closing of the transaction



Property Management

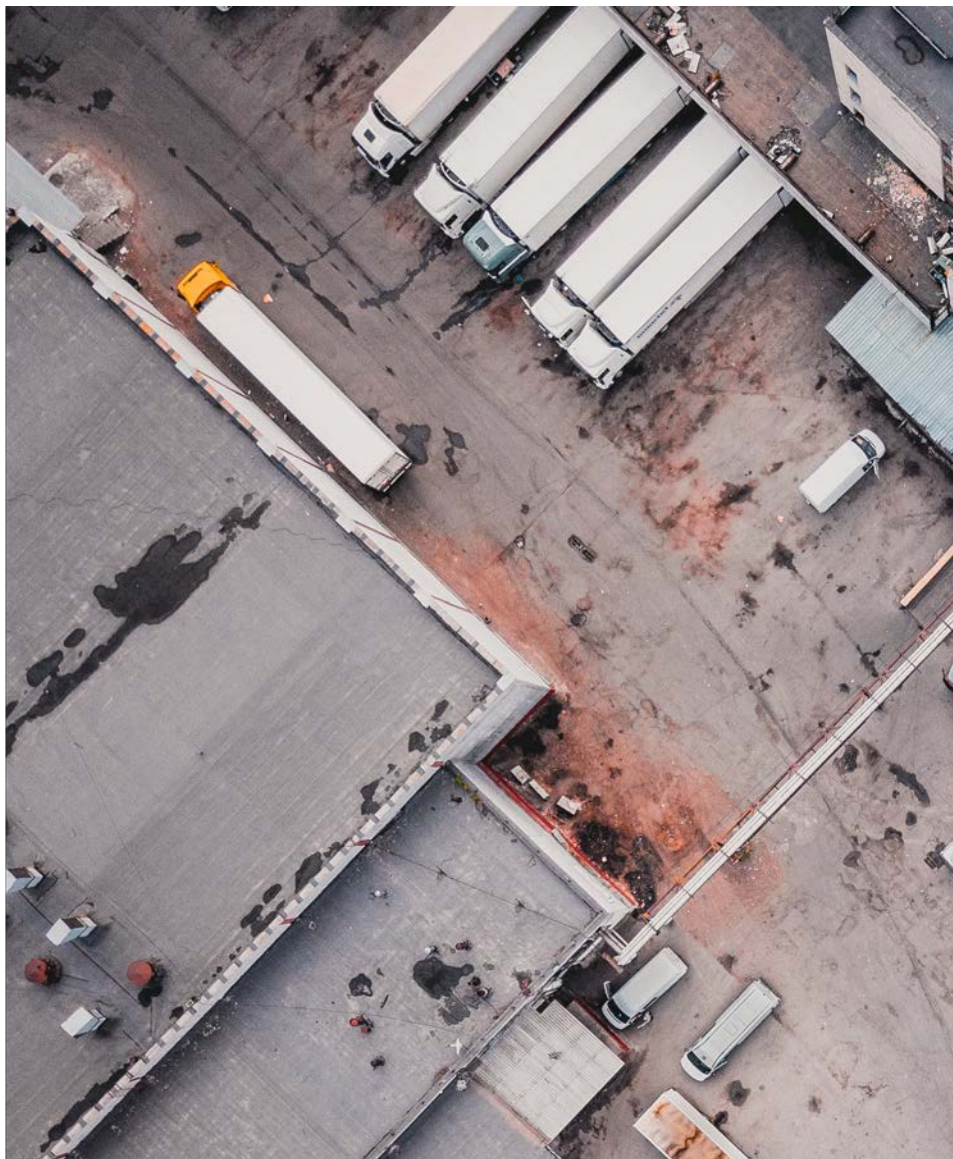
- Property Accounting
- Technical Property Management
- Capex Budgeting and Monitoring



Sustainability - Decontamination

As a result of the environmental study, contamination by hydrocarbons were detected from the preceding activity. These residues were subject to a rigorous decontamination process





CAMARMA LOGISTICS

Reconversion project of an abandoned industrial factory in the so-called Corredor de Henares, one of the main logistics areas of the country, and a strategic axis for freight routes in the Spanish northeast.



Acquisition

- Identification
- Deal analysis and strategy determination



Development

- Business Plan development
- Budgeting planning
- Technical/Commercial management



Disposal Management

- Advise sale strategy
- Purchaser identification
- Closing of the transaction



Sustainability - Decontamination

As a result of the environmental study, contamination by asbestos were detected from the preceding activity. The actions focused on the decontamination of the soil, and then proceeding with a rigorously scheduled and controlled demolition.



fenext

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