



Alerce Real Estate Partners S.L. Corporate Presentation

October 2025



Agenda



1. **Alerce Real Estate Partners**

I. Alerce RE Partners – Highlights

2. The Management Team

3. Insight Sections:

I. Track – Record



I. Alerce RE Partners - Highlights



€194m

€194m GAV of total assets under management

€70m

€70m of Development works managed

15

15 assets held amongst three HoldCo.'s

3

Investment across three asset classes: hotels, student residences and residential

14

14 professionals covering all stages of the investment cycle

5

Investments spread across 5 Spanish capitals



Alerce Real Estate Partners is an independent investment management firm dedicated to the sourcing, structuring, and active management of real estate assets across Spain and select European markets. The firm currently oversees approximately **€62 million in gross asset value (GAV)** through a portfolio of **5 assets held within two holding vehicles**. Alerce combines rigorous financial discipline with a development-oriented approach, enabling the creation of enduring value across both income-producing and repositioning strategies.

With a team of **6 seasoned professionals** covering the full investment cycle—from origination and structuring to development oversight and asset management—Alerce integrates decades of collective expertise from leading financial institutions, investment firms, and real estate operators. The firm's track record encompasses over **€70 million of development projects** and consistent partnerships with tier-one European hotel operators, reflecting its strong technical and institutional capabilities.

Alerce's foundation is rooted in the continuity and evolution of the successful Richelieu investment platform, reinforced by additional senior professionals with deep institutional backgrounds.

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2. The Management Team



- Management team with **proven Real Estate expertise across three regions** with a vast overall **experience (average of 20 years)** in acquiring, repositioning, constructing, and selecting top tiers hotel and student residences operators
- **Denis Loubignac** an ESSEC graduate with over 30 years of experience in European financial markets — including leadership roles at Paribas, Bankers Trust, and as a founding member of CIBC World Markets' Leveraged Finance Group, as well as founder of FCA-regulated DELFF Management Ltd in London, Paris, and Luxembourg — leverages his outstanding track record, having created over 15 investment SPVs and several investment holding vehicles in London, Luxembourg, Madrid, and Valencia. **Margarita Cosín Guerrero** presents an outstanding knowledge of real estate development and construction, being the founder of a Valencia based constructing company with a shown track record of residential, retail and hotel construction. **Carmine Tobiello** an IE Business School graduate contributes his investment and finance background, acquired during his 15 year expertise developed at leading European investment banks (Arcano) as well as investment funds (Stoneweg-Bain) and hotel operating companies (Limehome and Numa).



+30
years

Denis Loubignac
CEO & Co-founder



+25
years

Margarita Cosín Guerrero
CDO & Co-founder



+15
years

Carmine Tobiello
CIO & Co-founder



+5
years

Basile Chermette
Investment Analyst



+20
years

Pedro Querol
Project Manager



+20
years

Francisco Lopez
Senior Development Director

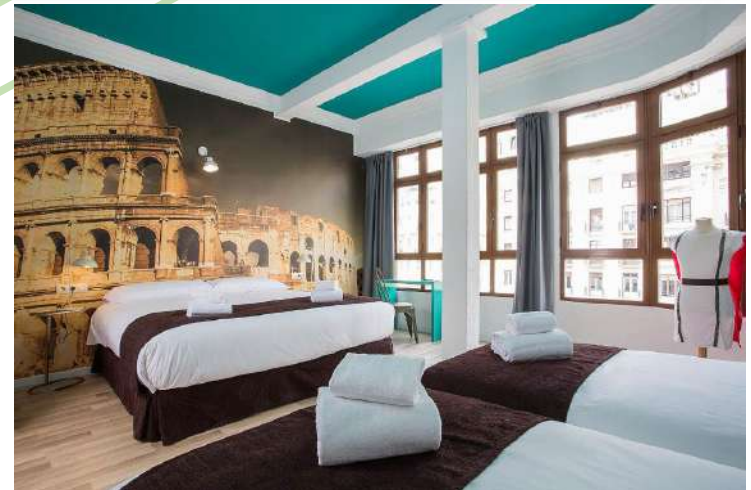
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Property description – Casual Vintage Hotel



Property description– El Carmen Hotel



Property description– El Carmen Hotel



Property description – La Xerea Hotel



Property description – La Xerea Hotel



Property description – La Xerea Hotel



Contact Details



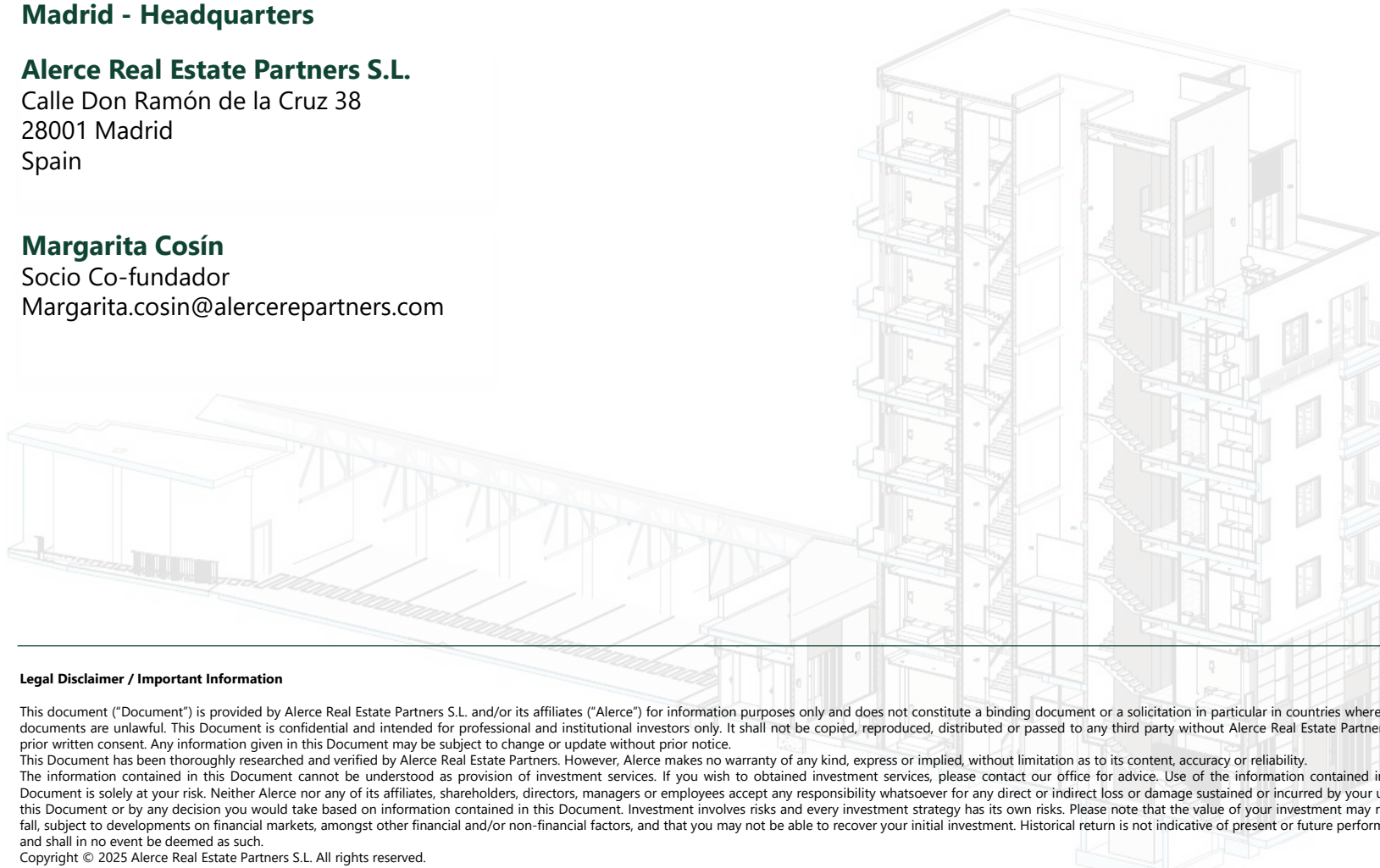
Madrid - Headquarters

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