

alta real estate

CORPORATE PRESENTATION



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About Us

Alta Real Estate

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Alta Real Estate is **part of a family-owned group of companies**. The Group, which is highly diversified, holds stakes in a wide range of sectors. From a property perspective, the Group's core activities are the **development, turnkey project management and construction of real estate projects**. Since starting operations in 1994, the Group has gained **extensive experience in the Spanish real estate industry**. The Group has delivered over 100 diverse projects across all real estate asset classes.

Alta Real Estate is a **multisector real estate developer**. We are currently focused on the **Living (Student Housing, Flexible Living and Senior Housing) and Logistics sectors in Spain**. We are active in all of these segments, which comprise some of the most dynamic and sought-after asset classes in today's real estate market. Over the past years, we have built a pipeline of c. **3,000 purpose-built beds either delivered or under development across the Living sectors**. We also facilitated the **development of two large logistics hub in Illescas, comprising 1,000,000 sqm and 600,000 sqm respectively** of industrial space, incorporated a private investor, and finally sold to a leading logistics operator.

We are a recognized **expert in end-to-end development management**. From land sourcing to building completion, including deal analysis and execution, architectural design, licensing applications and construction. Since our foundation, we have **collaborated with numerous top-tier international investors and operators**, helping them to either enter the Spanish market or consolidate their presence in it.



Portfolio Overview

Alta Real Estate is one of the leading players in Spain's **Student Accommodation** sector. We have **delivered 4 student residences** to date, totaling **circa 1,300 beds**, to some of the largest specialized investment funds in the world, including WP Carey and Harrison Street – the latter being the leading investor in the USA's PBSA market. Moreover, we currently have **another 2 student residences under development**, totaling an **additional 700 beds**.

In the **Flexible Living** segment, we have completed and delivered a **384-unit project** for one of the leading investors in the sector. When launched in 2019, it was the **largest Co-Living project in Spain**, paving the way for large-scale projects in the Madrid Metropolitan Area.

Regarding the **Senior Housing** market, we have developed **3 residences in the Madrid Metropolitan Area**, located in Boadilla del Monte (160 beds), Móstoles (166 beds), and Carabanchel (195 beds), and **two additional ones** in El Cañaveral (165 beds) and Los Berrocales (137 beds) are **under development**.

Finally, in the **Logistics** market, we originated the **development of two logistics platforms in Illescas**, one of **1,000,000 sqm** and the other one of **600,000 sqm** finally sold to a logistics operator.



Management Team

Juan Francisco Díaz Bermejo is a Managing Partner at Alta Real Estate and Executive Chairman of the Group, where he has been working since 2003. As part of his role at Alta Real Estate, Juan Francisco runs the Corporate Strategy of the company, as well as the Deal Sourcing and Analysis, Finance, and Investor Relations areas. Additionally, Juan Francisco oversees the legal, marketing and commercial areas of the business. Previously, he held the position of Director of Iberian Asset-Backed Securities and European Commercial Mortgage-Backed Securities at Barclays Capital in London. He was also Deputy Director of Corporate Banking at Barclays in Madrid. He holds a dual degree in Law and Business Administration from Universidad Pontificia de Comillas ICADE.

Ricardo Díaz Bermejo is a Managing Partner at Alta Real Estate and Chief Executive Officer (CEO) of the Group. He has dedicated all his career to growing the Group to a leading position in the construction and real estate development industries in Spain. Throughout his 30 years of experience, Ricardo has grown a strong network of contacts, which enables him to play a key role in Deal Sourcing and Investor Relations. Additionally, he runs the execution and coordination of construction works for the Group's real estate projects. He holds a degree in Industrial Engineering from the Polytechnic University of Madrid.

José Juan Díaz Bermejo is a Managing Partner at Alta Real Estate and Chief Operating Officer (COO) of the Group, specializing in Project Management, Urban Planning and Project Execution. José Juan also plays a key role in the origination of off-market investment opportunities. Throughout his career in the family group, he has developed approximately 1,000 units in residential developments, over 125 industrial warehouses, a 23,000 m² retail park and numerous grade A and B+ office buildings. Prior to this, he held the position of Sales Manager at Nokia Spain. José Juan Díaz Bermejo holds a degree in Marketing and another degree in Business Administration from ESIC University, as well a Masters in Real Estate Management from the European University of Madrid.

Additionally, we employ **120 outstanding professionals** covering the financial, legal, marketing, technical and construction fields.

Our Portfolio

1. Student Housing

Alta Aravaca I

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A best-in-class student residence, well connected by public transport to a number of higher education institutions, as well as to Madrid's city center. The building is 4 floors in height and U-shaped, with a central courtyard. Its high-end facilities include a library, study room, games room, residents' bar, cinema room, dinner party room and a rooftop terrace.

- 5,500 sqm
- 215 beds
- High-end location, surrounded by universities



CLIENTS:

W. P. CAREY



COLLEGIATE

Alta Aravaca II

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Alta Real Estate's second student accommodation project in Aravaca (Madrid) comprises 2 blocks of 6 floors each with central courtyards. The project is a few steps away from the IEB's new campus and well connected by bus and train to other universities in Northwest Madrid. With a total of 501 beds, the project will offer its residents study rooms, games rooms, dinner party rooms and a gym.

- 12,800 sqm
- 501 beds
- High-end location, surrounded by universities
- BREEAM 'Very Good' Rating



CLIENTS:



Alta Plaza de Castilla

alta real estate

A high-end student housing asset located in the trendy Tetuán neighborhood in Central Madrid. The scheme is within walking distance from IE University's new Fifth Tower campus and the Chamartín train station. The project comprises 4 blocks of between 3 and 5 floors each. Communal areas include a rooftop terrace, gym, games room, co-working space, lounge, cafeteria, laundry and parking.



- 4,300 sqm
- 177 beds
- Prime central location
- BREEAM 'Very Good' Rating

CLIENTS:



Alta Barcelona

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A purpose-built student accommodation scheme in the heart of Barcelona, very well connected to the Universidad CEU Abat Oliva, IESE, ESADE and the Universidad de Barcelona's Campus Mundet. The project, which offers 510 beds, is distributed over 4 blocks linked by the basement and ground floors. It hosts an array of smart communal areas, such as study rooms, games rooms, dinner party rooms, a gym and a swimming pool.

- 15,600 sqm
- 510 beds
- Prime central location
- BREEAM 'Good' Rating

CLIENTS:

HARRISON STREET



Alta Salamanca

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A premium purpose-built student scheme within walking distance from the Universidad de Salamanca, in a newly-created neighborhood with huge potential. The building is 3 floors in height and is designed around a large inner courtyard. It is comprised of 260 beds and hosts an array of communal areas, including study rooms, games rooms, a dinner party room, a cinema room, a gym and a rooftop terrace.



- 7,500 sqm
- 260 beds
- On-campus location
- BREEAM 'Good' Rating

CLIENTS:

HARRISON STREET



Alta Oviedo

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A prime student housing scheme in close proximity to the Universidad de Oviedo's Campus del Cristo. The residence is made up of 3 blocks situated on a sloped site with picturesque views over the Montecerrao hills. It provides 317 single-occupancy rooms and a wide variety of amenities, which include landscaped grounds, study rooms, games rooms, dinner party rooms, a residents' bar and restaurant, a cinema room, a gym and a rooftop terrace.



- 9,700 sqm
- 317 beds
- On-campus location
- BREEAM 'Good' Rating

CLIENTS:

HARRISON STREET



2. Flexible Living

Alta Alcobendas

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A best-in-class Flexible Living project, the first of its kind in the city of Madrid. It is located in the affluent district of Alcobendas, home to numerous multinational companies. The project is comprised of 5 blocks with 5 floors each. The 5 blocks are linked to each other and offer co-working areas and leisure amenities, such as dinner party rooms, a swimming pool, a gym and a rooftop terrace.



- 14,000 sqm
- 384 units
- In the heart of Spanish second technological hub
- BREEAM 'Good' Rating

CLIENTS:

Brookfield

TEMPRANO
CAPITAL



LIVENSA
LIVING®



3. Senior Housing

Alta Boadilla

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A best-in-class senior residence in the high-end municipality of Boadilla del Monte, in Northwest Madrid. The project consists of 2 blocks linked by the basement and ground floors. The residence has 160 beds and wide range of communal areas.

- 7,000 sqm
- 160 beds
- Located in the affluent Boadilla municipality



CLIENT:



Alta Móstoles

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A high-end residence for the elderly located in the municipality of Móstoles, in the Madrid Metropolitan Area. The building has 5 floors and is shaped like a semi-circle. Communal areas can be found on the ground floor and include a multipurpose room and a hairdresser, amongst others.

- 7,600 sqm
- 166 beds
- Best-in-class senior residence



CLIENTS:



Alta Carabanchel

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A premium residence for the elderly located in Carabanchel (Madrid). The building has 5 floors and two large courtyards, communicated by a porch on the ground floor. The project comprises rooms, apartments and a wide variety of common areas and services, such as a chapel, hairdresser, therapeutic garden and sensory stimulation room.

- 9,300 sqm
- 195 beds
- High-end senior residence



CLIENTS:



Alta Cañaveral

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A purpose-built senior housing project located in El Cañaveral, a highly desirable newly-developed neighborhood in the Madrid Metropolitan Area. The building has 5 floors above-ground and a total of 165 beds. The project comprises an array of amenities and communal areas, such as a gym, terrace, lounge, cafeteria, multipurpose rooms, therapy rooms and private garden areas.

- 7,500 sqm
- 165 beds
- New up-and-coming neighborhood



CLIENT:



Alta Berrocales

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A high-end residence for the elderly located in Los Berrocales (Madrid). It has five floors and a large front courtyard on the façade and one on the side. It is distributed in 122 rooms, of which 107 are single and 15 double, and has a wide variety of common areas including an oratory, pharmacy, dining room and hairdresser.

- 8,608 sqm
- 137 beds
- High-end senior residence



CLIENTS:



4. Logistics

Alta Illescas I

A new Logistics hub comprising 1,000,000 m2 of industrial space. The project is located in Illescas, along the A-42 Madrid-Toledo highway. Illescas is a growing logistics destination which has already attracted most of the top-level operators in the market.

- 1,000,000 sqm
- First-class last mile logistics hub
- Excellent connectivity to Madrid



CLIENT:

CONFIDENTIAL

Alta Illescas II

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A new Logistics hub comprising 600,000 m² of industrial space. The project is located in Illescas, along the A-42 Madrid-Toledo highway.



- 600,000 sqm
- First-class last mile logistics hub
- Excellent connectivity to Madrid

CLIENT:

CONFIDENTIAL

Our Services

Deal Sourcing and Analysis

Thanks to our vast network, we are able to consistently generate curated off-market investment opportunities. These opportunities are accompanied by a detailed feasibility analysis based on constant market research and a deep understanding of investors' economic and technical requirements.

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Investment Structuring

We assist our clients throughout the entire investment lifecycle, including business plan design, sale and purchase process management, preliminary due diligence and fund raising and structuring.



Project and Development Management

We have an in-house project management team that looks after investors' interests in the daily operations of the project. From project supervision to license management, FF&E provision and tender review, we provide transparent project monitoring with regular reporting.

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Construction and FF&E Procurement

We work hand in hand with the Group's construction company, Aldara. This partnership is one of our key differentiators, as it provides certainty and competitiveness to the timing and costs of every project. Aldara has assembled an exceptional team with more than 20 years' experience in the field. This has enabled the company to develop strong relationships with suppliers and become a relevant player of the construction industry in Spain.



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