

COMPANY PRESENTATION

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REAL PARTNERS IN REAL ESTATE

www.impulsebcn.com

INVESTMENT MANAGEMENT, FROM START TO FINISH

Our company specializes in real estate investment. We work closely with our clients and advise them throughout the entire investment process. **One-to-one.**

Our detailed knowledge of domestic and international investment markets means we are experts in channelling and managing investments by foreign investors in Spain and by Spanish investors outside Spain.

We select investments for our clients on the basis of their investment profiles and the defined risk and return.

We manage these investments until our clients have successfully achieved their goals.



WE BUILD RELATIONSHIPS BASED ON SOLID FOUNDATIONS

Our team of professionals has over 15 years' experience in different areas of real estate management. We have specialists in each of the management processes but our members of staff share one common trait: **they all have a global business view.**

Over time, we've developed sophisticated investment operations using multiple specific solutions that aim to guarantee maximum returns for our clients.

The value that we deliver for our clients comes from our professionalism, our knowledge and our complete dedication. We consider ourselves to be true partners with our clients and we're **100% committed** to their needs.

We have an international network of first-rate associates with whom we work closely, from financial advisors and law firms to technical support offices and sales agencies. They advise us on specific issues, sharing their vision and expertise.

We can therefore offer our clients a one-stop management service, from defining their investment strategies to managing their investments at an operational level, all with the aim of generating the expected returns.

VISION

We wish to be the partner of choice for anyone seeking to invest in real estate and wanting comprehensive management of their investment. We therefore analyse our clients' needs, take on board their aims and deliver **practical, creative and effective** solutions.

MISSION

Our mission is to offer investment opportunities that meet our clients' criteria, and to manage these investments until their **goals** are achieved.

VALUES

People are a company's most important asset.

Our excellent professionals put ethics and the interests of our clients above everything else.

Creativity: our foundation for success.

We offer different solutions because we approach every situation from a different perspective.

Involvement: what sets us apart.

We get involved in our clients' business from start to finish, relishing its challenges and taking pride in its success as much as our clients do.

WE HANDLE YOUR INVESTMENTS PROFESSIONALLY

We search for investment products that offer appropriate returns for the agreed level of risk.

We analyse and structure investments

- We search the market for investment products
- We assess how well the product fits with our client's investment profile
- We prepare the Business Plan
- We structure the investment from a financial, tax and business perspective
- We search for and negotiate any necessary finance
- We negotiate and acquire the investment itself

ASSURANCE OF GOOD MANAGEMENT

Investment Management

- Implementing the Business Plan
- Defining and carrying out exit strategies

Asset Management

- Fully managing complex assets of all types
- Selecting and coordinating the best possible professionals according to asset management needs
- Implementing, monitoring and managing the defined Business Plan



WE BELIEVE in Spain's potential to offer profitable investments
in all areas of real estate

WE BELIEVE in Spain's capacity to invest in other markets, contributing to their growth
and exporting dynamic, creative and innovative management systems

WE BELIEVE in building relationships based on mutual trust and loyalty

WE BELIEVE that a combination of talent, knowledge, common sense
and hard work will guarantee success

WE BELIEVE that enthusiasm and thinking ahead will drive this success

**WE WANT TO GIVE OUR CLIENTS THE NECESSARY IMPETUS
TO ACHIEVE THEIR GOALS**

OUR TEAM



Jesús Abellán
Partner

Jesús Abellán has a degree in Business Administration and an MBA from ESADE (Barcelona). He has also participated in the Financial and Management Program of the University of Stanford (California).

He began his career at Banc de Sabadell, where he had various functions working on financial markets and investment funds, culminating after four years with the group in a post on the treasury desk at Sabadell Multibanca. Subsequently he spent five years as Financial Director at Cilsa (which manages logistics at the Port of Barcelona) before becoming Head of Corporate Finance at MedGroup, a real estate investment and management company backed by George Soros' real estate investment fund. He spent 12 years here in different roles before becoming Managing Director.

His extensive knowledge of the real estate sector has made him an expert in strategic planning for real estate companies. He has helped to design and carry out complex transactions relating to joint ventures, corporate finance and company funding and restructuring. He has also been involved in buying and selling assets and companies, and in stock market flotations.



Francesc Pujol
Partner

Francesc Pujol has a degree in Civil Engineering from the Technical University of Catalonia and graduated from the General Management Programme at IESE. For many years he has been a lecturer in project and construction management at the Technical University of Catalonia UPC (Barcelona).

He began his career as Project Manager at Trasca, a construction company specializing in civil engineering. He then spent six years as Infrastructure Director at Cilsa (which manages logistics at the Port of Barcelona), before becoming Project Manager at Vila-Sabarich, a project management company focusing on singular buildings. After two years in this role, he went on to spend five years as Construction Director at MedGroup, a real estate investment and management company backed by George Soros' real estate investment fund. He then joined Residencial Urbemar, a developer of multi-family residential properties, where he spent six years as Technical Director.

Throughout his career, Francesc has focused on the technical aspects and strategic management of property developments. He has steered the development of infrastructure works (mainly housing estates) as well as industrial units and office buildings. He has also managed the entire urban planning process as well as the design and construction of property developments, including both second home resorts and urban developments of primary residences.

CLIENTS

We work for different types of clients all of whom invest in international real estate and we adapt what we do and the services we provide to suit their particular profile, characteristics, business outlook and objectives.

Our most frequent clients include:

- Private investors
- Private equity funds
- Financial institutions
- Property developers

SOME OF OUR PROJECTS

- Management of a 64-building portfolio in Germany (Berlin, Wuppertal and Poznan), France (Paris) and Poland (Warsaw) for a Spanish investment firm in which several family offices and private investors hold stakes.
 - Total investment: €120,000,000
 - Total floor area: 80,000 m²
- Management of a 4-building portfolio in Poland (Warsaw and Cracow) and Belgium (Brussels), and an industrial and logistics building in Slovakia (Bratislava), for a Spanish investment firm in which several private investors hold stakes.
 - Total investment: €107,000,000
 - Total floor area: 64,000 m²
- Management of the urban planning and sale of a 100-hectare estate in the municipality of Nerja for a residential-tourist resort and golf course for an American property investment fund.
 - Total residential area: 80,000 m²
 - Total hotel area: 20,000 m²
- Management of a company partly owned by a Spanish financial institution with an investment in a residential building (274 flats) and a site for offices in the city of Poznan (Poland).
 - Total investment: €54,000,000
 - Total floor area: 60,000 m²
- Advising in land acquisition, management and development of a 80 residential unit project in Estepona (Málaga).
 - Total investment: €40,000,000
- Project management of the urbanisation works of a 23-hectare area in Barcelona for a national development company.
 - Total investment: €35,000,000

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REAL PARTNERS IN REAL ESTATE

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