



REAL ESTATE - ACQUISITION REQUIREMENTS - 2021

HELMS Asset Management invests, partners, and works closely with a variety of multi-strategy and multi-asset class Institutional Investors, Family Offices and UHNW Clients to invest in Real Estate. HELMS actively takes on tailored Investment Advisory, Discretionary & Semi-Discretionary mandates, to allocate and invest in Real Estate.

We have a truly diversified approach when it comes to direct Real Estate investment, investing in Real Assets across the property spectrum. Both HELMS and its clients are predominantly Pan European focused, targeting prime locations in top tier cities across the major, stable, liquid and deep markets in Europe such as Germany, Netherlands, Switzerland, France and the United Kingdom, however often we do also seek tactical opportunities and have a growing footprint in the United States. We invest, advise, structure, allocate, and actively manage or co-invest into Real Assets strategically as economic and market conditions change, not only to maximize investor returns, but also to drive, create and inspire positive environmental and social impact both locally and globally through our investments.

Type of Real Estate Investments we consider:

Residential/Multi-Family, Mixed-Use, Offices, Industrial, Logistics, Hospitality, Retail



Acquisition Profile	United Kingdom	Germany	Netherlands	Switzerland	Nordic	Rest of Europe	USA/Canada
Strategy	Core Core + Value Add Opportunistic		Core Core + Value Add		Core Core +		Core Core + Value Add
Asset Class	Residential - New Builds, Town Houses, PD's, HMO's, Developments, Alternative-Resi - (PBSA, Serviced Apartments/Apart Hotels) Commercial - Hotels, Office, Industrial, Retail & Logistic	Residential - New Builds, Multi-Family Units, Senior Living, Alternative Resi - (PBSA, Serviced Apartments/Apart Hotels) Commercial - Hotels, Office, Industrial, Retail & Logistic			Commercial - Hotels, Office, Logistic		Residential - New Builds, Multi-Family Units, Senior Living, Developments, Alternative Resi - (PBSA, Serviced Apartments/Apart Hotels) Commercial - Hotels, Office, Industrial & Retail
Type of Investment	Asset Purchase Share Purchase Equity Partnership Mezz				Asset Purchase Share Purchase		Asset Purchase Share Purchase Equity Partnership Mezz
Purchase Price Volume	£ 10m - £250m GBP	20m - 300m EUR		10m - 300m CHF	20m - 250m Kr	20m - 300m EUR	\$ 25m - \$ 500m USD
Location Quality	Residential - - Class A & B Cities – Economically robust locations – Established locations with sound infrastructure - Strategic commuter location - Close to city Centre - Metropolitan areas Commercial - Class A and B Cities, - Office - Business districts and other established office areas, - Hotels - Inner city and established hotel locations - Retail – Excellent demographic and common retail site - Logistic – Metro regions In-fill locations in established urban areas, airports, ports or last mile distribution				Commercial - Class A and B Cities, - Office - Business districts and other established office areas, - Hotels - Inner city and established hotel locations - Retail – Excellent demographic and common retail site, local or regional centres - Logistic – Metro regions In-fill locations in established urban areas, airports, ports or last mile distribution		Residential - - Prime cities and states – Economically robust locations – Established locations with sound infrastructure - Metropolitan areas Commercial - Class A and B Cities, - Office - Business districts and other established office areas, - Hotels - Inner city and established hotel locations - Retail – Excellent demographic and common retail site - Logistic – Metro regions In-fill locations in established urban areas, airports, ports or last mile distribution

<p>Tenant/Agreements/Leases</p>	<p>(Residential) – Strong/High occupancy rate, – Long-term & short-term contracts</p> <p>(Office) – Reputable tenants, High letting potential – Multi-tenant or single tenant – WAULT > 7.5 years +, Stable leasing,</p> <p>(Retail) – Single or Multi-tenant, reputable tenant/established brands with strong credit ratings – WAULT > 5 years +</p> <p>(Hotel) – Leasehold agreements of >10 years (but depends on case) or more (management agreements investor friendly) with established operator groups, strong track record – No flying freehold, preferably no ground lease</p> <p>(Logistic) - Income producing 5 years at least – Re-letting opportunity involving high vacancy level,</p>			<p>(Office) – Reputable tenants, High letting potential – Multi-tenant or single tenant – WAULT > 7.5 years +, Stable leasing,</p> <p>(Retail) – Single or Multi-tenant, reputable tenant/established brands with strong credit ratings – WAULT > 7.5 years +</p> <p>(Hotel) – Leasehold agreements of >10 years (but depends on case) or more (management agreements investor friendly) with established operator groups, strong track record – No flying freehold, preferably no ground lease</p> <p>(Logistic) - Income producing 3 years – Re-letting opportunity involving high vacancy level,</p>	<p>(Residential) – Strong/High occupancy rate, – Long-term & short-term contracts</p> <p>(Office) – Reputable tenants, high letting potential – Multi-tenant or single tenant – WAULT > 7.5 years +, Stable leasing,</p> <p>(Retail) – Single or Multi-tenant, reputable tenant/established brands with strong credit ratings – WAULT > 5 years +</p> <p>(Hotel) – Leasehold agreements of >10 years (but depends on case) or more (management agreements investor friendly) with established operator groups, strong track record – No flying freehold, preferably no ground lease</p> <p>(Logistic) - Income producing 5 years at least – Re-letting opportunity involving high vacancy level,</p>
<p>Target NIY</p>	<p>Comm - 4%- 6%+ NIY Resi - 5% -7%+ NIY</p>	<p>Comm - 5% + NIY Resi - 5-7% + NIY</p>	<p>Comm - 4%-6% + NIY Resi - 5%-8% + NIY</p>	<p>Comm - 6.5% + NIY</p>	<p>Comm - 4%- 7%+ NIY Resi - 4% + NIY</p>

	Hotels	Office	Retail	Residential	Logistic	Developments
<p>Category characteristics</p>	<p>– 3-4 Stars category/business hotels – Strong hotel rating – Asset Management initiatives/development possible -CBD Areas, Town Centre or Airports</p>	<p>– Grade A/B, office buildings - Reputable and Investment grade tenants – Properties requiring light refurbishment and/or redevelopment - Re-gearing up lift – Developments optional - Single or Multi-Let</p>	<p>– Luxury Retail in Super Prime markets - Modern properties of high quality – Properties requiring refurbishment optional – Retail warehouse parks or local convenience centres</p>	<p>- Existing buildings, income generating - Strong Fundamentals – Properties requiring refurbishment and/or redevelopment – Developments possible – Multi-family units, preferred - No operator run real estate - No socially distressed areas</p>	<p>– Modern conventional logistics buildings that are purpose built - Energy efficient – Parcel delivery centres or cross-docking warehouses – Modern distribution buildings with quality infrastructure and amenities</p>	<p>– Developed and undeveloped land –Commercial/residential buildings with potentials for development (refurbishment, additional floors/units etc) - Planning permission in place</p>

Disclaimer:

Please kindly note: When introducing real estate investment opportunities to HELMS Family Office & Asset Management, you acknowledge that HELMS is under no obligation to accept your introduction or enter into any agreement with you. Fees, commission or any other payments in respect to an introduction, shall only be made liable, where there is a split-defined written agreement to that effect signed or entered into between HELMS and the introducer. By submitting a proposal you shall be deemed to have accepted the aforesaid terms.

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