



# ACQUISITION PROFILE

ITALY

HOTEL

## LOCATIONS

## PROPERTIES

## PRECONDITIONS

## SIZE OF INVESTMENT

## REQUIRED INFORMATION ON PROPERTIES

## TRANSACTION CONDITIONS

## CO-INVESTMENTS / JOINT VENTURES

## CONTACT

## NOTE

### City

- Rome
- Milan

- 5 star luxury Hotels
- 3-4 star Hotels / Businesshotels

- No partial ownership
- No leasehold ownership
- No involvement in bidding or auction processes, but acquisition through foreclosures or insolvency administrator possible
- existing buildings and developments in 1 A or 1 B locations
- no Resort/Theme or Leisure hotels
- only financial powerful hotel operators/tenants
- mix-use possible (office, retail, Hotel, residential)
- no management contracts, lease contracts with variables components possible

### Opportunistic

- Empty properties (demolition, renovation, etc.)
- Project developments

### Value Added

- New rental potential from currently empty floorspace
- Rental leases expiring in the short to medium-term for part or all of building
- Potential for restructuring the rental situation
- Potential for further building on the site
- Potential for renovation and upgrade
- Potential for repositioning property

### Core

- Rental contract remaining term of at least 15 years, no special termination clauses, indexed rents, creditworthy tenants.
- New buildings and generally renovated older buildings, no maintenance backlog, efficient and flexible building structures, modern and cost effective building services, Green Buildings preferred

- Purchase price EUR 50 million to EUR 200 million, in special cases larger or smaller transactions are also possible

- Exact property address (street, number, town/city, postcode)
- Year of construction and size of plot
- Official site plan and current land register entry
- Statement concerning protection, renovation and preservation orders
- Floor plan of all relevant floors
- Detailed listing of floor areas, classified by type of usage
- Details of cash flow and vacancies
- List of tenants, rent due/rent collected, rental expiry terms, Indexing and options for all units
- List of parking units according to each type as underground parking and above ground parking spaces
- Total amount of apportionable and non-apportionable service charges of the last 2 years
- ancillary expenses of the last 2 years
- photo documentation
- Lease contracts
- Purchase price
- For project developments: Building permits/outline permission, submitted plans, floorspace calculation, pre-rentals, etc.)

- Deals can be handled as an asset deal or a share deal
- Tight deadlines for proceeding are not a problem for us
- The opportunity to carry out full due diligence is, however, a necessity.

- Provision of real estate equity for property transactions for co-investing partners who are stakeholders and operate locally (asset managers/developers, etc.) possible in the form of co-investments/joint ventures on the basis of legally independent investment vehicles.

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If you put forward a proposal but are not the owner, then we ask that you send with the offer some written proof that you are directly charged with the sale or arrangement of a sale by the owner (vendor). Unfortunately, we are unable to accept and follow up on any agency offers without this proof. This purchase profile does not constitute an offer to conclude an agency contract. All written property offers will be regarded as an offer to conclude an agency contract, which first requires our acceptance in writing before becoming a contract. Given the number of offers we receive, we are unable to accept other parties' terms and conditions of business.

The acceptance of an assumed agency contract is precluded. Commission is only ever paid for brokering activities. Purely introductory services or joint introductions are not acceptable. Agency fees will be paid, if the buyer and the agency have reached a written agreement for the individual case of a specific property. We are not obliged to return to you any documents which you may send us. In addition, please understand that you may not undertake any advertising or acquisition activities using our company name without our explicit, written approval.