



## ABOUT US

**DRACO PARTNERS** is a renowned business player in the French Commercial Real Estate and Advisory market.

Operating since 2003, primarily in Paris and the top 50 French cities, we provide services for retailers, landlords, investors, developers, contractors and local authorities.

Draco Partners are resolutely positioned as specialised advisors, possessing the necessary experience and creativity for the implementation of a range of "business" services. The advice is specifically prepared for each of our landlord clients and retailers, taking into account both their specific business objectives and culture.

Our intervention is aimed at the optimisation of the definition, the implementation and the efficiency of the actions conducted for or by the Retailers, Investors, Contractors and Developers who have placed their trust in us and with whom we encourage the development of a long term relationship.

### **Our Team of Consultants (left to right)**

- Clément Vizerie, Senior Consultant
- Arnaud Duthoit, Senior Consultant
- Lorraine Olivaux, Research & Marketing Support
- Pierre Péberay, Associate
- Nicolas Olivaux, MRICS, Managing Partner





## LAST KEY REFERENCE 2017 & 2018



### BMO Real Estate Partners

BMO  Global Asset Management



Ermenegildo Zegna

**50 rue du Faubourg. St. Honoré  
PARIS**

**Mission:** Sale and lease back transaction succeeded within the context of asset optimization of this retail building owned by Ermenegildo Zegna group, an independant italian luxury fashion player previously established on this location by Draco Partners.

The deal was sourced of market late 2017 and introduced to BMO Real Estate Partners for one of its pan-european funds focusing on luxury retail.

The acquisition was achieved in march2018 to an initial net yield of 3,4%



**Retail Portfolio  
Zadig et Voltaire  
PARIS**



**Mission:** Investment advisory instruction / analyse achieved on behalf of Generali Real estate regarding a portfolio of 9 stores located in 8 buildings within the heart of Paris, mostly occupied by Zadig & Voltaire luxury brand, the deal being a disposal launched by the founders of Zadig & Voltaire group.

Share deal transaction



## LAST KEY REFERENCE 2015 & 2016



**Amundi**  
ASSET MANAGEMENT

**12/14 Pl. Général Leclerc  
POITIERS**

**Mission:** Disposal instruction on behalf of the specialised retail developer firm Virgil.

Having previously let to H&M most of the 3571 sqm developed within this downtown fully renewed building, we operated the disposal of the asset to Amundi Immobilier (SCPI Genepierre).

Over 10 Millions € transaction excl transfer taxes



  
DENTRESSANGLE INITIATIVES

  
**AVIVA  
INVESTORS**

**Les Allées Foch  
VERSAILLES**

**Mission:** following our letting mission of the retail premises within the heart of downtown Versailles retail area, we operated the disposal Mission of the asset on behalf of Holding Dentressangle Initiatives . We sold the five retailers block for a total of 2152 sqm to Aviva Investors Real Estate France (OPCI Aviva Commerce Europe)

Over 20 Millions € transaction excl transfer taxes



## INVESTMENT & DISPOSAL TRANSACTIONS / MIXED BUILDINGS (OFFICES & RETAIL)



**82 rue Saint-Lazare  
75009 Paris**

- Project : To negotiate on behalf of OFI Reim, the acquisition of this Parisian Haussmannian building, sold by insurer group AGF / Allianz.
- Transaction achieved for approx € 22 Million.



**49/49bis rue Réaumur  
75003 Paris**

- Project : To search for trophy buildings suitable for Aberdeen Property Investors for their first investment in France.
- A restructured building of 5444m<sup>2</sup>, sold by insurer group AGF / Allianz . Transaction achieved for approx € 51 Million.



**19 rue Auber  
75009 Paris**

- Project : prepare and execute the sale of a 1750 sqm building mixing retail, office and residential premises, on behalf of Generali
- Firm proposal was obtained from Aerium Group in two weeks time. Transaction achieved for approx € 12 Million.





## INVESTMENT & DISPOSAL TRANSACTIONS / CENTRAL PARIS – HIGH STREET RETAIL



**11 rue Scribe  
75009 Paris**

- Project : To carry out investment analysis on behalf of GLL BVK for 753m<sup>2</sup> of commercial premises to be refurbished.
- Investment transaction achieved for approx € 10 Million, before CAPEX for refurbishment.



WESTBROOK PARTNERS



**150 boutiques  
in  
50 Parisian buildings**

- Project : To produce a detailed analysis portfolio, on behalf of Generali, regarding 150 boutiques, a total area of approx 21 000m<sup>2</sup>, with an evaluation of the potential of each one.
- An investment amount of approximately €100 Million.



**30 avenue George V  
75008 Paris**

- Project : Exclusive selling instruction on behalf of Grosvenor, in order to optimise the disposal value of 1750 m<sup>2</sup> retail premises partly let, to be refurbished by the acquirer Colony Capital.
- Transaction of approx € 20 Million, before CAPEX for refurbishment.



*KanAm*

**18-24 rue de Charonne  
75011 Paris**

**Project :** Thorough analysis of a portfolio of 5 shops representing almost 1.180 m<sup>2</sup>. Valuation and analysis of the potential for each lot to help the decision.

Operation higher than 13 Millions € excluding duties.



## INVESTMENT & DISPOSAL TRANSACTIONS / SHOPPING MALLS – HIGH STREET BLOCKS



### Shopping Mall Les Quatre Chemins VICHY

- Altarea Cogedim proposed to the market for investment this 13.800 m<sup>2</sup> shopping arcade (with Casino and restaurant, multiplex of seven movie theaters and 21 shops),
- Acquisition for approx € 38 Million by Suravenir, Groupe Crédit Mutuel Arkéa's life insurance subsidiary.



### High Street retail block Les Allées du Chablais ANNEMASSE

- Investor search instruction (to buy during the development process / delivery in 2014) on behalf of the developer VIRGIL,
- Acquisition by AMUNDI Immobilier, of this 14.000 m<sup>2</sup> downtown retail development on behalf of SCPI EDISSIMMO.



### High Street retail block Fleur d'Eau ANGERS

- Identify on behalf of Foncière Investissement (Crédit Mutuel Arkéa), the most secured retail asset for their first shopping centre investment
- The acquisition for this 13.000 m<sup>2</sup> retail asset developed and sold by APSYS was achieved for circa € 37 Million.



### Shopping Mall Les Cordeliers POITIERS

- We sourced the opportunity on behalf of GLL Real Estate Partners to acquire this 8.850 m<sup>2</sup> downtown gallery sold by Klepierre and ING
- The acquisition of this refurbished and extended building was achieved for circa € 75 Million.



## INVESTMENT & DISPOSAL TRANSACTIONS / SHOPPING MALLS – HYPERMARKETS



### C/Centre Chalon Sud CHALON SUR SAONE

•**Mission:** Investment transaction concerning 23 of the 47 stores which make up the shopping mall of the Carrefour shopping mall opened in 1989 and located close to the outskirts of the city. Composing of a surface area GLA of 25873m<sup>2</sup> and equipped with 2000 parking spaces. The acquisition of these premises for approximately 23 million euros was achieved by Suravenir (life insurance company) from Altarea Cogedim Group.



### C/Centre Dijon Chenôve DIJON

•**Mission:** Sourcing and acquisition advisory on the behalf of Amundi of this shopping mall of 13840m<sup>2</sup> directly opposite the supermarket Géant Casino with a sales area of 9969m<sup>2</sup>. The overall Centre reaches a total surface area of 36,000m<sup>2</sup>, opened in 1979 then renovated in 1999 and once more in 2006. This acquisition for approximately 43 million euros was accomplished by Amundi real estate, SCPI Edissimmo, Gene Enterprises and Gemmeo Commerce



## INVESTMENT & DISPOSAL TRANSACTIONS / SHOPPING MALLS – HYPERMARKETS



### Portfolio of Commercial Centres Casino / OPCI ARC 1 PARIS - ANGOULEME – VALENCE - MONTAUBAN

**Mission:** Sourcing on the behalf of Amundi, analysis and investment advisory services regarding the commercial and rental plan of 4 shopping malls built directly opposite Casino Supermarket chain, located in the city centre or outskirts, for a total figure of approximately 22,000m<sup>2</sup> and belonging to the real estate specialist Mercialys. The acquisition was completed by an OPCI structure managed by Amundi, co-owned with Mercialys and their institutional investment partners for approximately 125 million euros. The initial portfolio is due to be completed ultimately by other centres of the Mercialys heritage.





**OUR OTHER ACTIVITIES : ADVISORY & LEASE TRANSACTIONS**

**- OUR MISSIONS -**

Tenant & premises research on behalf of the landlords or the tenants

Retail strategy consulting on behalf of the landlords or the tenants



## OUR OTHER ACTIVITIES : ADVISORY & LEASE TRANSACTIONS

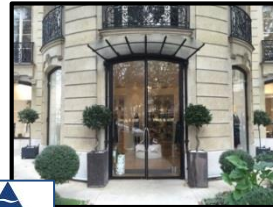
HARRY WINSTON



cordeasavills

6 rue de la Paix  
75002 Paris

DAVIDOR<sup>®</sup>  
PARIS



Aberdeen

2 avenue Montaigne  
75008 Paris

LALIQUE



GENERALI  
Gestione Immobiliare

20 rue de la Paix  
75002 Paris

### - OUR MISSIONS -

Tenant & premises research on behalf of the landlords or the tenants

Retail strategy consulting on behalf of the landlords or the tenants

OPERA GALLERY



Real Estate  
An AXA Investment Managers Company

62 Faubourg Saint-Honoré  
75008 Paris

H&M



Real Estate  
An AXA Investment Managers Company

77 Bld. Saint Germain  
75006 Paris

MARIAGE FRÈRES  
THE FRANÇAIS.  
PARIS - 1854



capco

38 King Street - Covent Garden  
LONDON



# DRACO PARTNERS

Retail & Property Solutions

## OUR OTHER ACTIVITIES : ADVISORY & LEASE TRANSACTIONS

MANGO



„Deka

54 Bd. Haussmann  
75009 Paris



GLL  
REAL ESTATE PARTNER

11 rue Scribe  
75009 Paris



50 rue du Fbg St-Honoré  
75008 Paris



SFL  
SOCIÉTÉ FONCIÈRE TRONHAUX

82-88 Champs-Élysées  
75008 Paris



Groupama  
Immobilier

10 rue Auber  
75009 Paris

### - OUR MISSIONS -

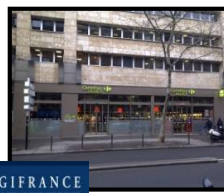
Tenant & premises research on behalf of the landlords or the tenants  
Retail strategy consulting on behalf of the landlords or the tenants

ERIC BOMPARD



THE CARLYLE GROUP

27-33 rue du Bac  
75007 Paris



COGIFRANCE

37 rue de Lyon  
75012 Paris

promod



SFL  
SOCIÉTÉ FONCIÈRE TRONHAUX

84 Champs-Élysées  
75008 Paris



GENERALI  
Gestione Immobiliare

5 bld. Malesherbes  
75008 Paris

ZADIG & VOLTAIRE



AA Real Estate  
AN ASA Investment Managers Company

12 Rd Pt Champs-Élysées  
75008 Paris



## OUR OTHER ACTIVITIES : ADVISORY & LEASE TRANSACTIONS

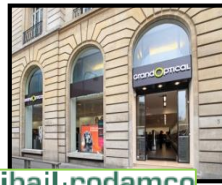
LAVINIA



unibail-rodamco

Commercial Centre CNIT  
Paris La Défense

grandOptical



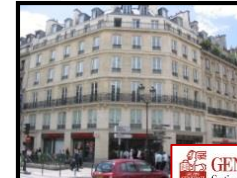
unibail-rodamco

3 Bd Malesherbes  
75008 Paris

Jack Wolfskin



50 rue du Fbg St-Honoré  
75008 Paris



GENERALI  
Gestione Immobiliare

45 rue de Rivoli  
75001 Paris

DANIEL HECHTER  
PARIS



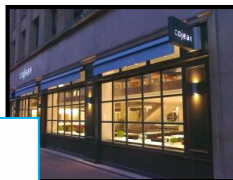
KLEPIERRE

38 rue Marbeuf  
75008 Paris

### - OUR MISSIONS -

Tenant & premises research on behalf of the landlords or the tenants  
Retail strategy consulting on behalf of the landlords or the tenants

cojean



Foncière  
des Régions

11 av. Delcasse  
75008 Paris

SFR



GENERALI  
Gestione Immobiliare

37 rue de Lyon  
75012 Paris

COS



3 rue de Grenelle  
75007 Paris

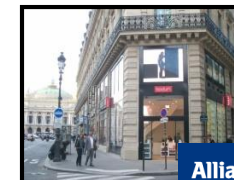
Poliform



THE CARLYLE GROUP

33 rue du Bac  
75007 Paris

bodum®



Allianz

38 av. de l'Opéra  
75002 Paris





# DRACO PARTNERS

Retail & Property Solutions

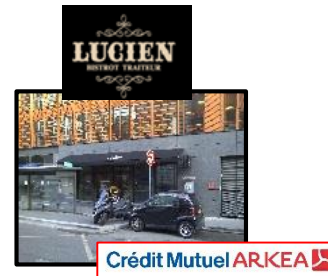
## OUR OTHER ACTIVITIES : ADVISORY & LEASE TRANSACTIONS



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92100 Boulogne



64 rue Saint Lazare  
75009 Paris



38-42 rue Cuvier  
93100 Montreuil



12 rue du Fb Montmartre  
75009 Paris

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All our services & achievements : [www.dracopartners.com](http://www.dracopartners.com)