



SWAN
FINANCIAL

CORPORATE
FINANCE

INVESTMENT CRITERIA

SWAN is a group founded 20 years ago, with experience in Europe and USA.

Through out this time have being strengthen areas of work.



HOTEL INVESTMENT CRITERIA

Types of Property:

Upper-upscale and upscale full-service and select service Hotels

Location

Macro: London, Paris, Berlin, Zurich, Geneva, Munich, Frankfurt, Madrid, Barcelona, Rome Stockholm

Micro: Primary, secondary and resort markets.

Vacation markets could be acceptable in major cities with large international demand base.

Deal Structure

Asset deal / Share deal / 100% Ownership preferred

Investment Volume

Up to 1 billion USD



OFFICE INVESTMENT CRITERIA

Types of Property:

Class A

Location

Macro: Major European Cities

Micro: CBD or established submarkets

Status

Existing buildings

Projects near completion

Letting Status

Fully let

Long-term lease contracts

Well-known, creditworthy, national and international tenants

Investments

Deal Structure n° 1: Joint Venture with preferred return

Equity Share of USD 30-70 Million

Deal Structure n° 2: 100% ownership

Total Investment: USD 40-150 Million





LUÍS DÍAZ – PRESIDENTE

- Luis has more than 20 years of experience in the Capital and Real Estate markets. In 1990 he founded the SWAN Group, covering geographical areas as US and Europe.
- On the Financial front, Luis brings to SWAN a solid track record of signing operations with institutional clients and investment entities. Luis has consolidated a vast net of contacts with financing entities of Europe and USA. Luis is also the representative of the north American group **Falcon Real Estate Investment Company** (Real Estate Advisory firm in exclusivity for BNP Paribas in USA) for Spain and Portugal. And collaborates with companies as **Axa Aim, HSBC Private Bank, Banco Espirito Santo, EFG Bank**.
- Luis has participated in investments of RE acquisition for an amount higher than 1 billion Euros.

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