

JK

EXCLUSIVE
REAL ESTATE
● ADVISORY



Quality, professionalism and trust

After 15 years of experience in international real estate companies, we have gained a comprehensive track record in investment transactions ranging from one to hundreds of millions of Euros.

Services for private and institutional investors

Our clients include specialized real estate companies as well as wealthy private individuals. These are typically successful entrepreneurs, artists, professional athletes whose primary business is not real estate, though they increase their savings by investing into real estate.

Complex services

Acquisitions and disposals usually require a large amount of time, funds and experience from all parties involved. Success is not attained just by coincidence, rather it is the product of detailed knowledge, a clear strategy and most importantly patient realization. Thanks to our long-standing presence in the international real estate market, as well as many successfully closed transactions both during the financial boom and recession, we have gained enough valuable experience to realise the best possible deal for your property and individual needs.



Ing. Jan Kovařínský MRICS

Jan has been in the real estate market since 2004, when he started his work in the investment department at King Sturge. He was responsible for sourcing investment opportunities for local and international investors looking for Czech and Slovak commercial real estate opportunities.

During his time at King Sturge and Jones Lang LaSalle, Jan was actively involved in real estate transactions worth almost 800 mil. EUR. His clients include, among others, Deka Immobilien, Invesco Real Estate, ČSOB closed-end fund, Sachsen Fonds, Avestus, Hunter Property Fund, Reico and Portico Investments.

Jan is a founding partner at JK Advisory and focuses on strategy, client relations, identifying investment opportunities and managing real estate transactions.

Jan graduated from the Faculty of Civil Engineering at the Czech Technical University in 2003. Jan has been a member of the RICS since 2010.

About Us

JK Advisory was founded in January 2012 by Jan Kovařínský, after almost eight years of a successful career in the international real estate consultancy firms King Sturge and Jones Lang LaSalle. Zdeněk Špaček, his colleague from King Sturge and Jones Lang LaSalle, joined Jan in spring 2013.



Ing. Zdeněk Špaček MRICS

Zdeněk has been active in the real estate market since 2007. His credentials include experience in the Prague and London offices of King Sturge and Jones Lang LaSalle as a valuer and investment consultant. Prior to joining JK Advisory, Zdeněk was working at CPI, a leading Czech investment group, where he was in charge of their development projects.

Zdeněk participated in real estate transactions worth almost 400 mil. EUR and development projects worth 180 mil. EUR.

At JK Advisory, Zdeněk focuses on identifying investment opportunities, transaction management and financial performance of real estate.

Zdeněk completed the Real Estate and Development program at the Nottingham Trent University (UK) in 2009 and the Finance, Accounting and Valuation program at the University of Economics in Prague in 2008. Zdeněk has been a member of RICS since 2010.

Real estate acquisitions

We are actively sourcing suitable investment opportunities based on our investor's requirements. We approach not only active sellers, but also owners, who haven't considered a sale yet, with the potential of realizing "off market" transactions. While conducting our search, we utilize our internal database that has been compiled over the past ten years, and more importantly, our long term relationship with key real estate players in the market.

Finding the right property

- We have gained unique access to properties suiting your personal requirements through our extensive database of commercial real estate
- We maintain close relationships with property owners and developers
- We have a deep knowledge of the real estate market but also of our clients' requirements
- We model different property performance scenarios based on our clients' requirements and our perception of market development

Real estate acquisition process

- We have extensive experience with due diligence process management
- We work closely with experienced lawyers, auditors, technical surveyors and valuers
- We advise our clients during the whole due diligence process and purchase contract negotiations
- We work closely with key banks present in the market and therefore are able to secure favorable real estate financing conditions

Setting-up real estate management

- We work closely with a number of professionals providing asset, property and facility management services. These allow investors smooth handing over of the acquired property, resulting in the streamlining of time and resource engagement as well as performance enhancement
- At the end of the investment cycle, we maximize our clients' revenue through a professional sale process

Real estate disposals

We provide professional services for property owners with the aim to maximize the realized sales price and minimize time spent on the sale. Taking into consideration the demands of current investors, JKA identifies suitable investors who are particularly interested in the subject of property or focused on the relevant asset class.

We recommend the best sales strategies to our clients, including the proposed selling price and type of process. We prepare professional investment memorandums with key selling points facilitating the sales process.

Sale set-up

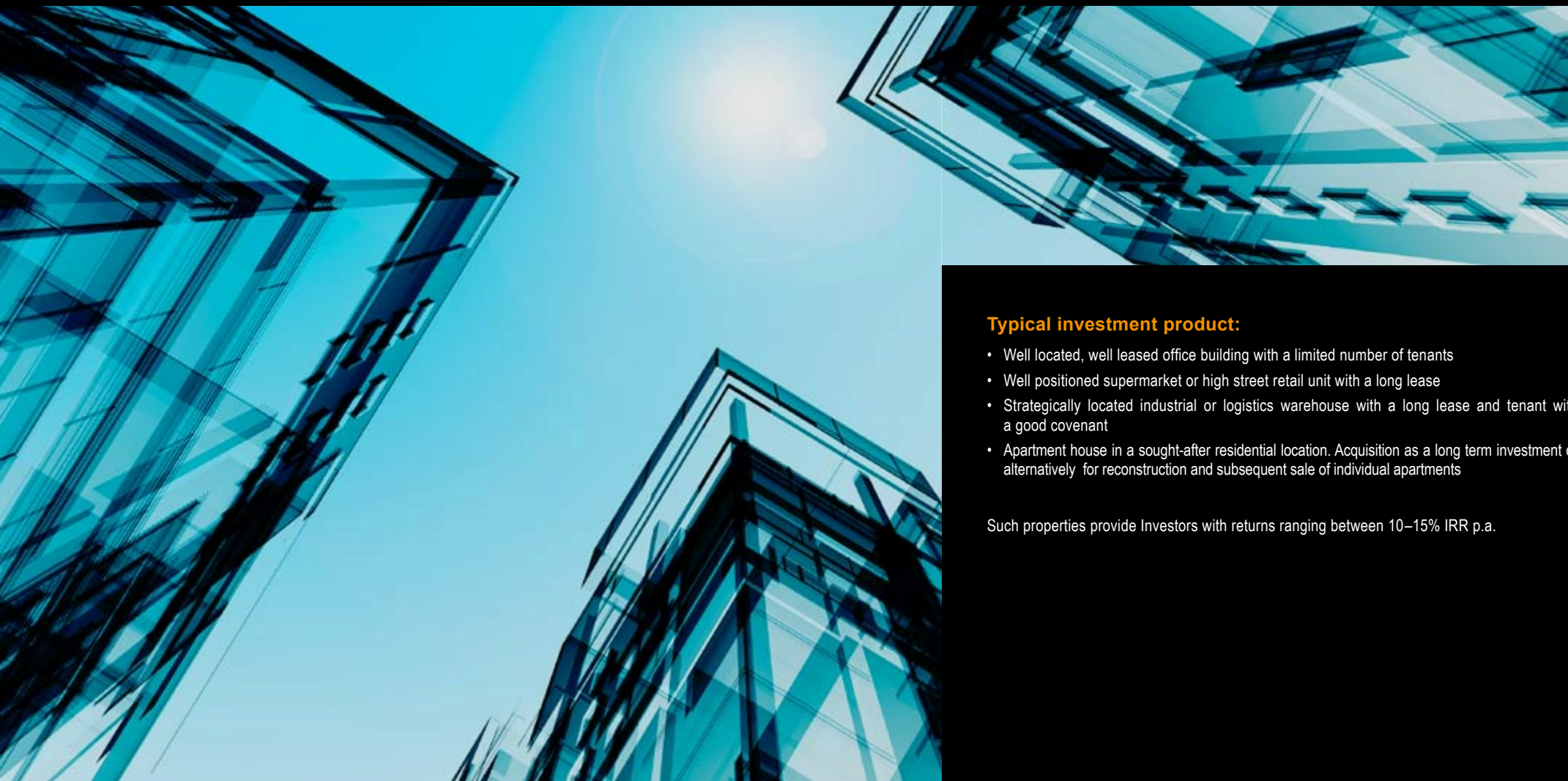
- Based on the analysis of the property and our knowledge of recent comparable transactions, we recommend the best sale price and type of sale to our clients.
- We look for hidden potential in disposed property and advise on how to capitalize on it
- We identify the best potential investors active in the market through our extensive network of contacts
- We prepare professional Investment Memorandums including the salient points of the disposed property and sales process

Selection of the best offer

- We conduct property viewings with interested parties highlighting key selling points and create a competitive bidding environment
- Through the competitive tender process we maximize the achieved sale price

The Sale

- We set-up and update the electronic "dataroom"
- We coordinate legal, technical and financial advisers through the due diligence process and sales contract negotiations
- After closing the sale, we assist our clients with the handover of the property to the buyer



Investment products



Typical investment product:

- Well located, well leased office building with a limited number of tenants
- Well positioned supermarket or high street retail unit with a long lease
- Strategically located industrial or logistics warehouse with a long lease and tenant with a good covenant
- Apartment house in a sought-after residential location. Acquisition as a long term investment or alternatively for reconstruction and subsequent sale of individual apartments

Such properties provide Investors with returns ranging between 10–15% IRR p.a.



Recent transactions include

- **Marks & Spencer, Regional City, CR, (2013)**

Volume 2 million EUR

Private investor (CR)

Acquisition of a high street property on the main shopping street in the regional city. A long lease to an international fashion chain.

- **Paneria, Prague (2013)**

Volume 1 million EUR

Private investor (CR)

Acquisition of a retail unit in the city centre of Prague. A long lease to a fast food operator.

- **Futurama Business Park, Prague (2011)**

Volume 50 million EUR

Invesco RE (USA)

Acquisition of a newly developed A-class office park with a total lettable area of 19 000 sqm, located in Prague 8.

- **Gemini, Prague (2009)**

Volume 110 million EUR

Deka Immobilien (GER)

Acquisition of a newly developed A-class office building with a total lettable area of 41 000 sqm, located in Prague 4.

Contacts

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