

UBS Real Estate Advisory


Asset-Share SWAP / Advisory Institutionals

References




Track Record – UBS Real Estate Advisory

Asset-Share Swap between institutional investors by means of a private bidding process




Asset-Share Swap of a real estate portfolio



with

UBS AST Immobilien Schweiz

Advisor and Placement Agent of the Seller:



Real Estate Advisory

March 2013

Transaction type

Asset-Share Swap

Property type

Residential property

Seller

Pensionskasse JPF

Buyer

UBS AST Immobilien Schweiz

Challenges

- Geographical location
- Price expectations
- Legislation regarding the encouragement of home ownership (Wohneigentumsförderungsgesetz - WEG)
- Limited number of investors

Role of Real Estate Advisory


- Creation of sales documentation
- Development of transaction structure
- Execution of limited investors auction
- Leading negotiations and placement


Track Record – UBS Real Estate Advisory

Asset-Share Swap between institutional investors by means of a private bidding process


Caisse de Pensions Nordmann Fribourg

Partial Asset-Share Swap of a residential property in Fribourg




 **EDMOND DE ROTHSCHILD**
REAL ESTATE SICAV

advised by

 **OROX**

Advisor and Placement Agent of the Seller:

 **UBS**
Real Estate Advisory

April 2012

Transaction type

Asset-Share Swap

Property type

Residential property

Seller

Pensionskasse Nordmann

Buyer

Banque Edmond de Rothschild SICAV Suisse

Challenges

- Limited time scope for transaction execution (two months)
- Condition of the property / maintenance requirements
- Maximization of the sales price
- Reinvestment (Agio)

Role of Real Estate Advisory


- Creation of sales documentation
- Development of transaction structure
- Execution of limited investors auction
- Leading negotiations and placement

Track Record – UBS Real Estate Advisory

Sale of the real estate portfolio of Rohner AG pension fund

Pensionskasse der
ROHNER | CHEM

**Sale of the real estate portfolio of
Rohner AG pension fund**



to

ASGA
ASGA Pensionskasse Genossenschaft

Advisor and Placement Agent of the Seller:

UBS
Real Estate Advisory

September 2010

Transaction type

Straight Sale

Property type

Residential properties

Seller

Pensionskasse der Rohner AG

Buyer

Genossenschaft ASGA Pensionskasse

Challenges

- Limited number of investors
- Data preparation/ -completion

Role of Real Estate Advisory

- Execution Vendor Due Diligence
- Coordination of specialists
- Development of transaction structure
- Creation of sales documentation
- Execution of limited investors auction
- Leading negotiations and placement
- Coordination Signing / Closing