



João Tenreiro Gonçalves

BEDROCK CAPITAL PARTNERS
Executive Partner



CAUTIOUS BUYER

We had a strong start of 2023 at Bedrock Capital, with the acquisition through a partnership of Imopólis SGOIC, a Portuguese real estate fund manager and the award of a new mandate to manage the Burgo building allowing us to reach a total of ~€600m in real estate assets under (direct and indirect) management in the Portuguese market, while significantly increasing our office footprint.

On the transaction side, we continue quite active in the market, particularly in seeking to further scale our Ecogis logistics platform, having recently closed its 6th acquisition, with a few others identified or under pipeline. Our focus remains on smaller transactions, which don't attract as many investors, and on being creative in the identification and agile on the execution of deals.

These recent additions to our portfolio have also allowed us to expand geographically to the city of Porto, which we had been targeting for a while, as it is a market in which we have a strong conviction.

Nevertheless, we continue to experience a large bid-ask spread with potential sellers, as we need to reflect in our prices the current context of high borrowing and construction costs, which is making it more difficult to execute transactions.

Envisioning the next 12 months, we should remain active buyers in the logistics segment, searching for potential add-ons to sustain the strong growth of our Ecogis platform. Prospective deals may include built assets and, more opportunistically, plots for development.

Regarding other CRE segments, such as offices and retail, we have turned more cautious and demanding regarding potential opportunities, focusing on value-add assets with high potential for reconversion in privileged locations. Although we were expecting some forced sales from distressed situations due to the current economic context, such expectation hasn't yet materialized.

Finally, we have been monitoring with increasing interest the Lisbon residential market given its acute lack of new supply and steep rent increases, in a context of strong government intervention.



Type of Investor	Asset Manager
Gross Asset Value of Assets in Portugal (€ Mn)	598
Number of assets Invested in Portugal	26
% Ownership	-
Asset Debt	227
Net Asset Value of Assets in Portugal (€Mn)	371
Major Investor in the Vehicles	Grupo Arié; Europi Property Group; Värde Partners
Sector Allocation (€Mn)	<ul style="list-style-type: none"> Office Retail Logistics & Industry Hotel & Hospitality Residencial Alternative Sectors
City Allocation (€Mn)	<ul style="list-style-type: none"> Lisbon Metropolitan Area Porto Metropolitan Area Other in Portugal
Reference Assets	ALLO Lx Factory Ecogis Parque Suécia Parque Holanda Adamastor Burgo