

atacama

EUROPE





“Atacama aims to provide best in class returns for its clients by sourcing low risk investments that can provide higher than expected returns through active asset management.”

Atacama Europe Asset Management

What We do?

Atacama Europe is a boutique Investment Advisory Group specialising in real estate investment and asset management, representing Family Offices, Private Equity and High Net Worth Individuals.

The company has an exceptionally experienced team on the ground in the UK, all of whom have previously held senior positions in major real estate companies, bringing a breadth of industry expertise to Atacama.

Atacama Europe has the capability to provide bespoke investment strategy advice, and to source, acquire and manage property assets. Assets can be held in existing or new structures and Atacama can act for investors looking to own assets independently, or on a co-mingled basis.



Atacama Europe Asset Management

Real Estate Investment Strategy

Whilst many of our clients already have a clear idea which sectors they wish to invest in, our team can put its considerable real estate investment strategy experience at our investors' disposal.

We are able to advise our clients on strategies that will best meet their specific goals, in the context of the prevailing economic and investment climate as well as matching risk with reward.

When required, we can assist our investors in commissioning tax advice for their specific circumstances, and then assist in the set-up of the recommended ownership structures, whether on, or off-shore.



Atacama Europe Asset Management

Sourcing Property Assets

Atacama Europe has extensive contacts within the real estate world that enable us to source property assets which meet our clients' investment criteria, both on-market, and frequently off-market.

We operate within all asset classes of the property market, including offices, retail, industrial and residential, and sub-sectors within those markets, in particular we specialise in petrol filling stations and related road side uses.

We conduct extensive analysis of any assets we consider, in order to provide the investor with the information they require for an informed investment decision.





Atacama Europe Asset Management

Acquiring Property Assets

Atacama Europe has considerable experience in efficient and effective transaction management offering a full service model from acquisition through to disposal.

We negotiate the terms of the acquisition, and then coordinate the acquisition process using a selection of specialist advisors, such as lawyers, environmental consultants etc.

If the acquisition requires debt financing, we will negotiate terms and coordinate the process with the lender. During the process of debt negotiations, we continually update our financial models, so the client can see the impact of the debt terms on project returns.

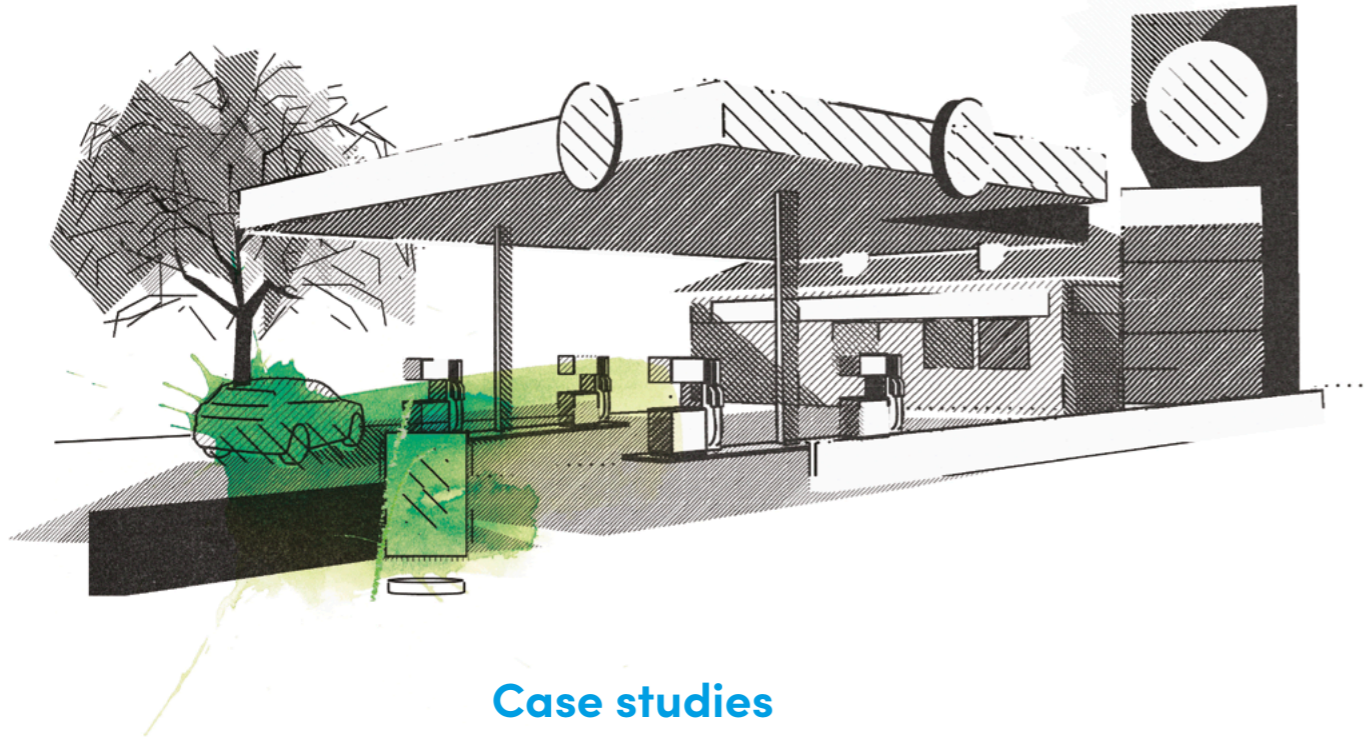


Atacama Europe Asset Management

Real Estate Asset Management

Asset Management involves acting on behalf of the investor to ensure their interests are best represented at all times throughout the entire investment life of the asset and Atacama prides itself in its professional approach always being in the best interests of its investors come what may.

We provide the investor with regular best-in-class formal quarterly and annual reports, covering financial performance, market updates and recommendations. In addition to regular formal reporting, during periods of greater activity, we provide regular updates to the investors, ensuring they are kept fully informed at all times and that the investors can make informed decisions made on full, accurate and clear information.



PETROL FILLING STATIONS WITH CONVENIENCE STORES

- Four petrol filling stations with convenience stores
- West and North of England
- Leased to a 5A1 covenant with more than 12 years unexpired lease term
- Fixed annual rental increases of 2%
- Long-term hold with active asset management
- Looking to upgrade the on-site accommodation and infrastructure to improve turnover sales in return for a lease extension

Rationale

A secure long term investment offering strong income returns with value upside from active asset management. Bought at below previous market high pricing at a market timing where there is strong value up turn. The strategy is to acquire more assets to simultaneously increase income yield and the secure income term and thus further improve the finance terms to increase leverage effect.

Purchase Date: Mar-15

Purchase Price: £8,000,000

Hold Period: 5-years

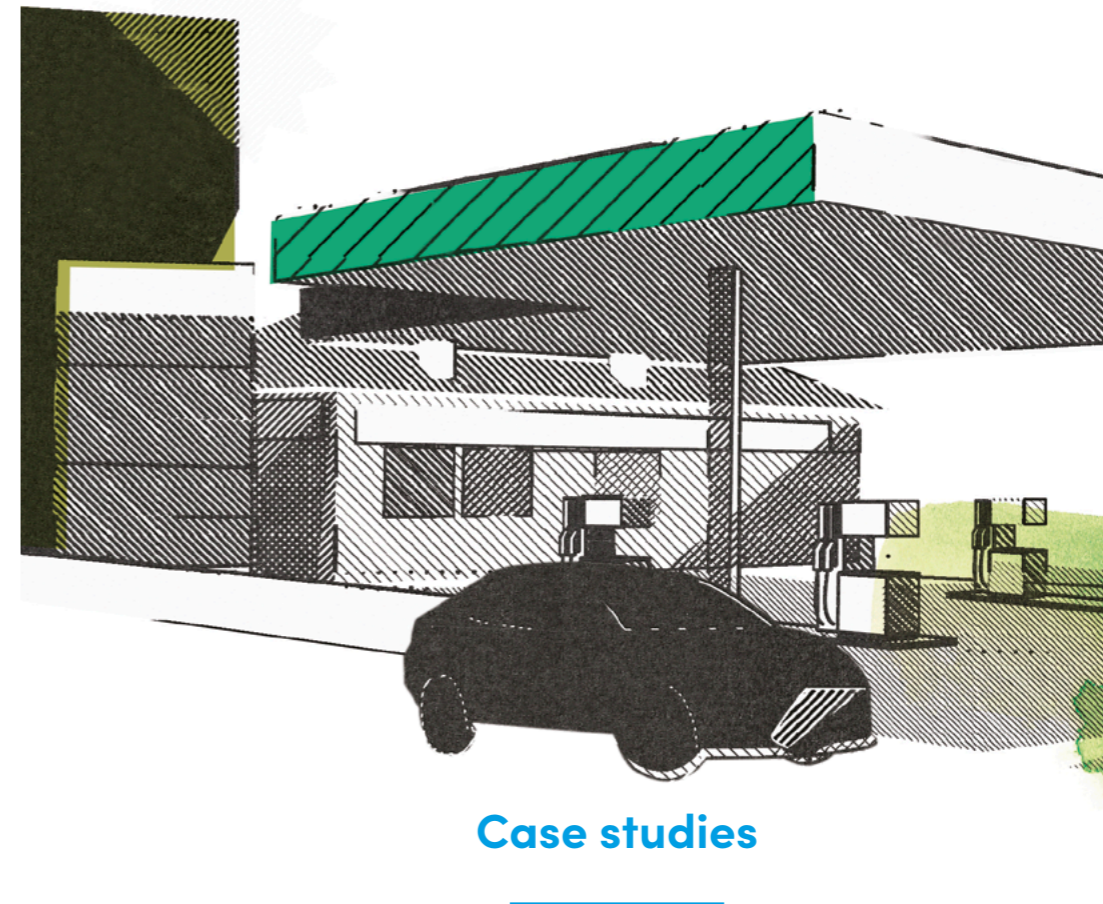
IRR (conservative): 12%+

Cash-on-Cash: c.6%+

Loan to Value: 52%

Loan Term: 5-years

Lending Bank: Coutts & Co



PETROL FILLING STATIONS WITH CONVENIENCE STORES

- A portfolio of three petrol filling stations in the West and North of England
- Leased to a 5A1 covenant 12 years unexpired lease term
- Fixed annual rental increases of 2% as per the lease agreement
- Long-term hold with active asset management
- Looking to upgrade the on-site accommodation and infrastructure to improve turnover sales in return for a lease extension

Rationale

Bought with the same business plan as the first portfolio with similar assets and opportunities for value growth.

Purchase Date: Oct-15

Purchase Price: £3,825,000

Hold Period: 5-years

IRR (conservative): 14%+

Cash-on-Cash: c.6%+

Loan to Value: 55%

Loan Term: 5-years

Lending Bank: Coutts & Co



Atacama Europe Asset Management

Mark J Cutting – Chief Executive Officer

Mark has extensive experience in Asset and Fund Management as well as broader investment advisory over the past 20 years. Mark advises both domestic and international clients, be they vendors, buyers or investors targeting real estate.

Mark has worked extensively across Europe and in his last role managed in excess of EUR 1.6 billion of commercial real estate, from all sectors, across eight countries with 350 assets and over 1,500 tenants.

Mark has also directly acquired in excess of £500 million of commercial real estate across Europe. Mark works with Chilean Family Offices focused on investing into UK, wider Europe and US commercial real estate. Mark also provides these clients with asset management and joint venture management services. These services cover sourcing and transacting real estate assets, specifically targeting off-market opportunities.

Mark has a BSc Hons degree in Urban Land Economics from Sheffield Hallam University, from where he graduated in 1994, and is a member of the Royal Institute of Chartered Surveyors since 1996.



Atacama Europe Asset Management

Matthew Bann Non-Executive Director

Matthew has held senior roles in the Pan-European asset acquisition and management field. With over 25 years of property experience, Matthew was previously Head of Central and Eastern Europe for Valad Fund Management and prior to that he was Head of Asset Management at Hatfield Philips.

Matthew has extensive expertise in business planning, strategy, acquisition and asset management across a broad range of real estate asset classes; covering development, finance, value-add and core investments. Matthew brings considerable expertise as well as market contacts to Atacama Europe in his role as non-executive director.

As a UK resident Matthew ensures that there is significant expertise and know-how close to hand to deal with any issues or situations. Matthew also has responsibility for staff training and continuous professional development whilst ensuring that the Atacama Europe Office continues to produce professional work of the highest standards.

Matthew holds a Masters degree in Real Estate Investment from City University and is a member of the Royal Institute of Chartered Surveyors.



Atacama Europe Asset Management

John Benfold Chief Financial Officer

John is an experienced Chartered Accountant and businessman, with early management experience gained in the investment banking world in the City of London and New York. In the 1990's, he successfully built an accounting practice and management consultancy.

In the 2000's, John also played a central role as CFO, in planning, funding and managing various large-scale commercial property developments in Central Europe. John brings considerable commercial and financial expertise to the company as well as strong fiduciary oversight.



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