

# PRESENTATION VENTURE CORPORATE GROUP



Venture Real Estate offers a management of physical real estate assets contributing to the diversification of investors' wealth.

The offer consits of:

- Luxembourg funds invested in physical real estate assets;
- Thematic solutions in the form of real estate club deals;
- Customized support in the management of dedicated holding structures. The dedicated real estate company provides a combination of real estate management and customized asset structuring.

# **OUR VALUES ANALYZE DECIDE ACT**





**Buildings** 



- Anticipate long-term market trends;
- Build tailor-made solutions for our institutional and private investors';
- Invest in quality real estate, assuring diverse property assets;
- Offer a dedicated service to everyone's needs;
- Assure a local real estate management;



Annualized rental income



Tenants

# MULTIDISCIPLINARY MANAGEMENT PLATFORM



- Venture CG has developed a robust organization to assure an optimum management of the real estate funds;
- A team of 50 employees assures the analysis of the real estate assets, structures their purchase, secures their detention, manages their tenants or their restructuration, optimizes their financing;
- This expertise and this savoir-faire originates from the meeting of professional investment fund management, real estate fund asset management and from entrepreneurship;

#### GENERAL STRUCTURE

# Venture CPL

General Partner

# **Sogenial Immobilier**

AIFM - Reglemented French FIA manager





### PARTNERING STRUCTURE

#### Serris Reim

Advisor & Core+ and Value added Asset Manager

### **Bellerophon Reim**

Advisor & Opportunistic Asset Manager



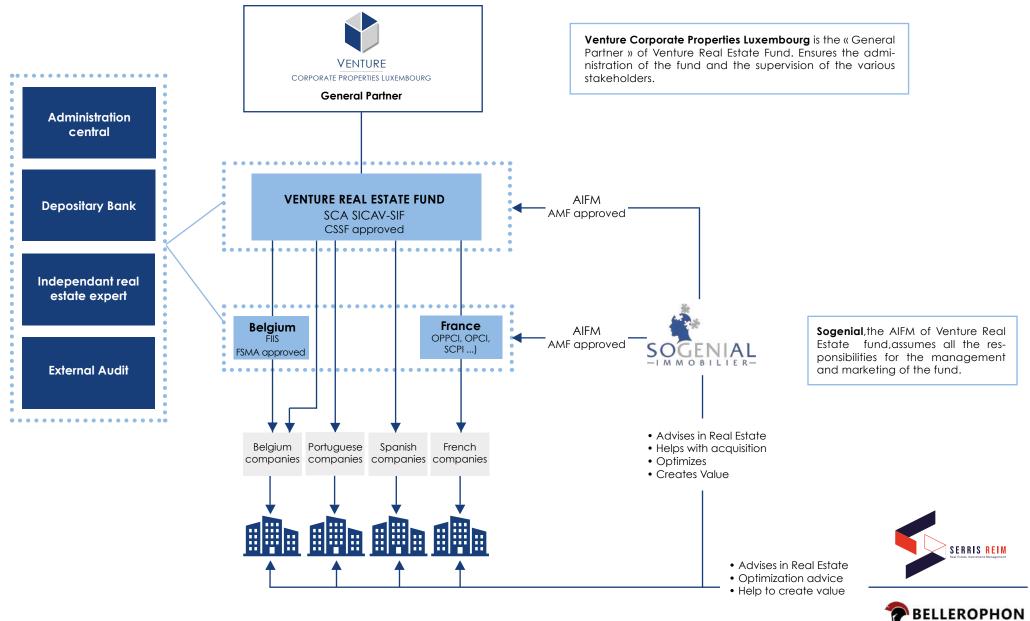


# THE INTERVENERS

Regulated vehicle (Fonds Investissement Alternative - FIA)

Commercial company





# PRESENTATION OF VENTURE REAL ESTATE FUND



- Venture Real Estate Fund (Venture REF) is a professional fund from Luxembourgish law started in 2015
- Venture REF is approved by the "Commission de Surveillance du Secteur Financier" (CSSF)
- The fund has for objective to generate steady performance from its rental revenue in professional real estate.

### **CHARACTERISTICS OF THE FUND -**

#### Status:

SIF-SICAV Luxembourg - Open Fund

#### **Creation date:**

31 October 2015

#### **Accreditation:**

La Commission de Surveillance du Secteur Financier (CSSF)

**General Partner and Manager:**Venture Corporate Properties Luxembourg S.A.



Management Company (AIFM): Sogenial Immobilier

### Depositary Bank in Luxembourg:

CACEIS Investor Services Bank S.A

### Domiciliator and Registrar:

Alcyon S.A.

Independent Audit: Ernst & Young

## **Independent Real Estate Expert:**

**BPCE Solutions Immobilières** 

Swiss representative agent: REYL & CIE LTD

Swiss paying agent: REYL  $\&\ CIE\ LTD$ 

### **FUND MANAGEMENT**

- a **Patrimonial** management, from the quality of our assets and tenants, resulting in volatility control;
- a Pan European management, from the geographical diversification of assets notably in France, Belgium, Luxembourg, and Portugal;
- a **Dynamic** management, in terms of investing and financing in correlation with the economic and financial environment;

# **IDENTITY CARD OF THE FUND**



Caracteristics

• • • • • • • •

Real estate fund Patrimonial Pan-European Professional Real estate assets

• • • • • • • •

Professionals
Officies / Retail
Workshops / Activities
Warehouse / Logistics / ...

Active location

• • • • • • • •

France/Luxembourg
Belgium/Portugal
Spain
Germany

Investment strategies

• • • • • • •

CORE CORE + VALUE ADDED OPPORTUNISTIC

Investors

•••••

Professional

Direct registered or administered Luxembourg Life Insurance or capitalization contract (Investors of type C or D) Minimum subscription

€100.000

+ 2% of Investment Fee

Classes available for subscription

•••••

Class D-C (Capitalisation) ISIN - LU1814256878

Class D-D (Distribution)

ISIN - LU1814256951

Holding format

• • • • • • • •

- In the fund register
- Bank securities account
- Luxembourg Life Insurance or Capitalisation contract

Valorisation

•••••

Calculating
Net asset value (NAV)
monthly

Subscriptions

At each NAV

Redemptions

At each quarter

Objectives

•••••

Target IRR
Capitalisation

6%

Target IRR
Distribution

4.5%\*

+ possible capitalization balance

Referral platforms of the Fund

• • • • • • •

Quantalys Bloomberg

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Target Internal Rate of Return (not guaranteed) net of all fees calculated on the assumption of an investment duration of 10 years. The management objective is based on the achievement of market hypotheses established by the management company and in no way constitutes a promise of yield or performance.

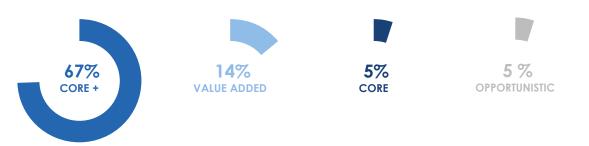
# TARGET ALLOCATIONS AS OF 31.12.2024



• The fund, Venture REF is diversified by its strategy, its geography, its tenants and by its type of assets.

### THE STRATEGIES

• A fund aiming for 4 allocation goals strategies\*



### THE GEOGRAPHY -

• A fund that is pan European by its geographical deployment



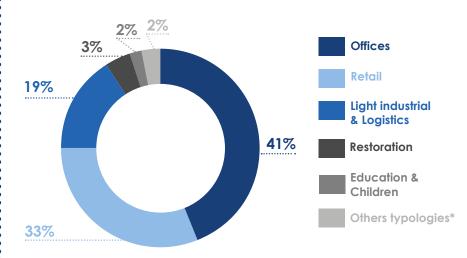
<sup>\*</sup>allocation by real estate strategies according to share of ownership. Past performance is not an indicator of future performance.

### THE TYPE OF BUILDINGS -

• A fund owning a diverse portfolio of building types



#### Allocation by type of building

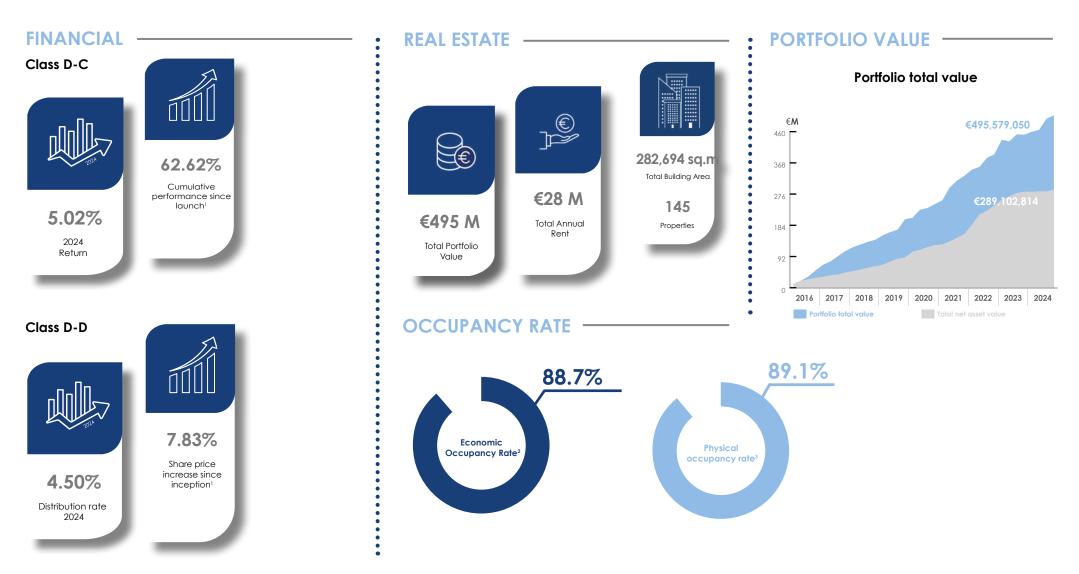


<sup>\*</sup>Investments including residential and buildings projects

# KEY NUMBERS AS OF 31.12.2024 (class D-C and D-D)



Past performance is not an indicator of future performance.



<sup>&</sup>lt;sup>1</sup>Since the beginning of 2019, performance prior to Q3 2019 based on class A-C (founders' share).

<sup>&</sup>lt;sup>2</sup>The financial occupancy rate is determined by the ratio between the total amounts invoiced during the quarter and the total amounts invoiced if all the premises were rented (the rental value is taken from vacant premises).

<sup>&</sup>lt;sup>3</sup>The physical occupancy rate corresponds to the ratio between the total area rented during the quarter and the total area of the buildings held by the fund.

# THE DIFFERENT REAL ESTATE STRATEGIES



|                                       |                                                                                                                 | ••••                                                                                                                                       | VENTURE REAL ESTATE FUND                                                                                                              | •••                                                                                                    |
|---------------------------------------|-----------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------|
| Risk profile                          | CORE                                                                                                            | CORE +                                                                                                                                     | VALUE ADDED                                                                                                                           | OPPORTUNISTIC                                                                                          |
| Target Strategy                       | Search for secured rental yield, generated by stable assets, and with an ideal localization.  Long-term holding | Search for secured rental yield, generated by stable assets, on the outskirts of the premium areas <sup>3</sup> . <u>Long-term</u> Holding | Search for rental yield and/or capital yield, via assets to be revalued. (Heavy refurbishments for development).  Medium-term Holding | Search for capital yield, via assets that have a high potential of being revalued.  Short-term Holding |
| Leverage effect (LTV) <sup>1</sup>    | < 30%                                                                                                           | 30-45 %                                                                                                                                    | 60-7%                                                                                                                                 | > 70%                                                                                                  |
| Target Performance (IRR) <sup>2</sup> | 2-4%                                                                                                            | 5-7 %                                                                                                                                      | 8-12%                                                                                                                                 | > 13%                                                                                                  |
| + /                                   |                                                                                                                 | •                                                                                                                                          | VALUE ADDED                                                                                                                           | OPPORTUNISTIC                                                                                          |
| Risk                                  |                                                                                                                 | CORE +                                                                                                                                     | VALUE ADDED                                                                                                                           |                                                                                                        |
|                                       | CORE                                                                                                            |                                                                                                                                            |                                                                                                                                       |                                                                                                        |
| -                                     |                                                                                                                 | Yie                                                                                                                                        | eld                                                                                                                                   | +                                                                                                      |

<sup>1-</sup>LTV: Loan to Value (the debt ratio calculated by the loan / value ratio).

These examples are provided for illustrative purposes only and are in no way indicative of the performance of the Venture REF Fund.

3- Most popular geographical areas.

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<sup>2-</sup> Target internal rate of return (not guaranteed) net of all fees calculated with the assumption of a 10-year holding period. The management objective is based on the achievement of market assumptions determined by the management company and does not constitute a promise of return or performance.

# **REAL ESTATE STRATEGY VENTURE REF**

Examples of investments do not foreshadow future investments.



### **EXAMPLES CORE+ STRATEGY**

**Detention Horizon:** 7/10 years

Long-term

Risk profile: Really low risk level

Real estate asset type: Offices/ Activity/ Retail

**Real estate asset location:** Part of big agglomerations

or suburbs

#### **Number operations:**

• 75 Core + assets within the portfolio VREF currently



**MADRID** - Spain

Acquired in the 3rd quarter of 2022

Floor area: 3 861 sq.m

Type: Offices

**Strategy:** The objective is to benefit from the flow of rent generated during the entire residual duration of the lease (more than 6 years) while accompanying the new tenant, the French group INETUM, so that it renews its lease when it expires.



**BRUXELLES - Belgium** 

Acquired in the 4th quarter of 2019

Floor area: 3,565 sq.m

Type: Offices

**Strategy:** The objective is to maintain the rental status in place by accompanying the tenants in their development, and to commercialize the vacant top floor thanks to a dynamic asset management policy



### FORTE DA CASA - Portugal

Acquired in the 2nd quarter of 2020

Floor area: 4.156 sq.m

Type: Activity

**Strategy:** The objective is to consolidate our positioning in the park (more weight in the co-ownership) and to maintain the sole tenant, using an accompanying and renegotiation policy for his full commitment. In case of land consolidation, we would like to offer a bigger storage area to aim for a logistician in a "rare" type of building for the last mile concept.



### **MARTIGUES - France (13)**

Acquired in the 2nd quarter of 2021

Floor area: 5,644 sq.m

Type: Retail

**Strategy:** The objective is to improve the attractivity of the site by carrying out an asset management project involving a campaign to modernize the shopping mall, improve interior and exterior signage, and implement an active internal sales drive.

# **REAL ESTATE STRATEGY VENTURE REF**

Examples of investments do not foreshadow future investments.



#### **EXAMPLES OF VALUE-ADDED STRATEGY**

**Detention Horizon:** 5/7 years

Medium-term

Risk profile: Medium risk level

Real estate asset type:

Offices/ Activity/ Retail

**Real estate asset location:** On the outskirts of big or

medium sized agglomerations

Number of realized operations:

• 29 Value Added assets within the portfolio VREF currently



METZ - France (57)

Acquired in the 4th quarter of 2019

**Surface:** 8,900 sq.m

Type: Offices

Data as of 31.12.2024

**Strategy:** The objective is to bring new tenants using a dynamic asset management policy (refurbishments of the common areas, space optimization), and to optimize the profitability from 2 to 3%, thanks to the restructuring of the attic, leading to increase the recoverable surface of the building. The modernization work will also give the possibility to optimize the market rental value up to 15 or 20%.



**VAUX-LE-PÉNIL - France (77)** 

Acquired in the 2nd quarter of 2019

**Surface:** 3,798 sq.m

Type: Offices

**Strategy:** Refurbishment policy of the common area, break room, and sanitary, as well as certain office surfaces, has been put in place to facilitate the re renting of the vacant surfaces on site.



### **WATERLOO M&N - Belgium**

Acquired in the 1st quarter of 2019

**Surface:** 6,398 sq.m

Type: Offices

**Strategy:** The strategy consists of a dynamic asset management work to re-rent the vacant surfaces of the building.



#### **LISBONNE - Portugal**

Acquired in the 2nd quarter of 2020

Surface: 514 sq.m

Type: Offices

**Strategy:** Potential reversal of rent in order of 20% envisaged to follow the upward trend of the market rental value, in a neighborhood undergoing profound change.

Past investments are not a reliable indicator of future investments.

\* VLM : Valeur Locative de Marché

# **REAL ESTATE STRATEGY VENTURE REF**

Examples of investments do not foreshadow future investments.



### **EXAMPLES OF OPPORTUNISTIC STRATEGY**

**Detention Horizon:** 2/4 years

Short-term

Risk profile: Really low risk level

Real estate asset type:

Commerce/Residential

**Real estate asset location:** Present in the city or in

outskirts of small sized agglomerations

Number of realized operations:

•15 opportunistic assets within the portfolio VREF currently



PARIS XVIIIe - France (75)

Acquired in the 4th quarter of 2019

Surface: 340 sq.m

Type: Residential

**Strategy:** Implementation of construction to transform the building and divide it in 3 accommodations (2 flats and 1 duplex)



PARIS XIX<sup>e</sup> - France (75)

Acquired in the 2<sup>nd</sup> quarter of 2022

Surface: 589 sq.m

Type: Residential

**Strategy:** The strategy is to acquire the property complex on the basis of an opportunistic price/sq.m with a potential for value appreciation given the restructuring of the building.



**CHAMPIGNY-SUR-MARNE - France (94)** 

Acquired in the 2<sup>nd</sup> quarter of 2020

**Surface**: 656 sq.m

**Type:** Residential

**Strategy:** Implementation of restructuration of property merchant type operation as well as a promotional operation.

# PRINCIPAL TERMS AND CONDITIONS



| TERMS & CONDITIONS                | CHARACTERISTICS                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                                                                                                                                                 |                                                                                                                                                                                                                                       |  |
|-----------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|
| Denomination                      | Venture Real Estate Fund SCA SICAV-SIF                                                                                                                                                                                                                                                                                                                                  |                                                                                                                                                                                                                                                 |                                                                                                                                                                                                                                       |  |
| Legal status                      | Venture Real Estate Fund SCA SICAV-SIF is a société en commandite par actions (SCA) qualifying as a société d'investissement à capital variable (SICAV) – fonds d'investissement spécialisé (SIF) registered pursuant to the Luxembourg law of 13 February 2007                                                                                                         |                                                                                                                                                                                                                                                 |                                                                                                                                                                                                                                       |  |
| Minimum subscription fee          | □125 000 + 2% of the subscribed amount                                                                                                                                                                                                                                                                                                                                  |                                                                                                                                                                                                                                                 |                                                                                                                                                                                                                                       |  |
| Subscription fee                  | Maximum 5% of the subscribed amount                                                                                                                                                                                                                                                                                                                                     |                                                                                                                                                                                                                                                 |                                                                                                                                                                                                                                       |  |
|                                   |                                                                                                                                                                                                                                                                                                                                                                         | Class D-C                                                                                                                                                                                                                                       | Class D-D                                                                                                                                                                                                                             |  |
|                                   | Management fees                                                                                                                                                                                                                                                                                                                                                         | max 1% per year                                                                                                                                                                                                                                 | max 1.5% per year                                                                                                                                                                                                                     |  |
| Fees and expenses                 | Annual performance Fees                                                                                                                                                                                                                                                                                                                                                 | <ul> <li>For the portion of the annual performance<br/>below 6%: 5% of the annual performance<br/>of Venture REF;</li> <li>For the portion of the annual performance<br/>above 6%: 25% of the annual performance<br/>of Venture REF.</li> </ul> | <ul> <li>For the portion of the annual performance below 4.5%: 2.5% of the annual performance of Venture REF;</li> <li>For the portion of the annual performance above 4.5%: 25% of the annual performance of Venture REF.</li> </ul> |  |
| Independant real estate expertise | Realized by independent e                                                                                                                                                                                                                                                                                                                                               | experts for all assets at every NVI                                                                                                                                                                                                             |                                                                                                                                                                                                                                       |  |
| Fund's suppliers                  | General Partner: Venture Corporate Properties Luxembourg S.A.  Manager Fund (AIFM): Sogenial Immobilier Independent Auditor: Ernst & Young Administration central: Alcyon S.A.  Depositary: CACEIS Investor Services Bank S.A Independent real estate expert: BPCE Solutions immobilières Swiss representative agent: REYL & CIE LTD Swiss paying agent: REYL & CIE LTD |                                                                                                                                                                                                                                                 |                                                                                                                                                                                                                                       |  |

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# PRINCIPAL TERMS AND CONDITIONS



| TERMS & CONDITIONS                       | CHARACTERISTICS                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |  |
|------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|
| Frequency of the Net Asset Value (NAV)   | Monthly (the Net Asset Value is calculated as of the last calendar day of each month.)                                                                                                                                                                                                                                                                                                                                                                                                  |  |
| Subscription<br>(subject to ALCYON S.A.) | Monthly - Subscription must be submitted no later than one Business Day prior to the relevant Valuation Day.                                                                                                                                                                                                                                                                                                                                                                            |  |
| Method of subscription                   | The relevant Investor must submit a completed, dated and signed Commitment Agreement to the Registrar and Transfer Agent before 6.00 pm (CET*) no later than one Business Day prior to the relevant Valuation Day. If the relevant Valuation Day is not a Business Day, the Commitment Agreement has to be submitted on the preceding day which is a Business Day.  The relevant Investor must deliver to the account of the Depositary cleared funds in EUR for the full amount of the |  |
|                                          | subscription pursuant to the subscription request no later than one Business Day prior to the relevant Valuation Day.  Redemptions frequency: Quaterly                                                                                                                                                                                                                                                                                                                                  |  |
| Redemptions fees<br>(Class D-C et D-D)   | <ul> <li>for each a notice period of 30 days or more but less than 120 days, a redemption fee of 20%;</li> <li>for a notice period of 120 days or more but less than 210 days, a redemption fee of 15%;</li> <li>for a notice period of 210 days or more but less than 300 days, a redemption fee of 5%;</li> <li>for a notice period of 300 days or more, no redemption fee will be payable.</li> </ul>                                                                                |  |
| Redemptions<br>(Class D-C et D-D)        | Redemption payments will be made in the reference currency of Venture REF at the latest 60 days starting with the date set for redemption                                                                                                                                                                                                                                                                                                                                               |  |

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<sup>\*</sup>CET: Central European Time

# **RISKS**



Any investment may result in a loss of capital. There can be no assurance that the company or any of its investments will achieve their respective objectives. An investment in the Company is highly speculative and involves risks that potential investors and their professional advisors should carefully consider before acquiring Shares. All risk factors are listed below and described in-depth in Article VI. of the Prospectus:

- Investment risks
- Identification of investment opportunities and expenses
- Risks related to the real estate sector
- Nature of Portfolio Companies
- Economic, political and legal risks
- Risks relating to accounting, auditing and financial reporting, etc
- Leverage
- Hedging
- Currency risk
- Temporary Investments
- Financial market fluctuations
- Illiquid investments
- Possible lack of diversification
- Disposition of Investments

- Control issues
- Uncertainty of future results; forward-looking statements; opinions
- Dependence on key personnel
- Other obligations of the personnel of the General Partner and its affiliates
- Lack of management control by Shareholders
- Multiple levels of expense
- Lack of transferability of the Shares in the Company
- Taxation risks
- Distributions in kind
- Potential conflicts of interest
- Affiliates
- Investment opportunities
- Incentive Allocation
- Public Health Emergencies; COVID-19

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# CORPORATE PROPERTIES LUXEMBOURG



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