



OPC Real Estate



Our Story

OPC is a commercial real estate developer and asset manager established more than 15 years ago with a clear investment and development strategy. Based on previous success story in residential development with sister company ITB Development, Founders made a decision to step into commercial real estate specifically street retail and shopping centers were its primary focus. Company started quite slowly due to its capacity and the fact that it was a new business in the group. After a couple of successful projects in street retail and opening two shopping centers, the company sold its old portfolio in 2020 (except the SC Point in Banská Bystrica). **With the hiring of new management, the company refocused on the development of retail parks.**

Currently, we are active in Slovak and Czech markets having already opened 4 retail parks. Additionally, we have 9 ongoing projects and 10 planned acquisitions in progress, while actively seeking new expansion opportunities in other CEE countries and Baltics.



Strong tenant mix is the key

Our Tenants

Our partners are strong international tenants:

- Billa, Lidl, Tesco
- Kik, Pepco, Tedi, Action, Sinsay
- Jysk
- DM, Teta
- Planeo, Datart, Okay
- Sportisimo, Intersport
- Super zoo, Pet center
- Deichmann, CCC



Product: Retail Park

Retail parks are ground floor buildings that are conveniently accessible directly from the parking lot. As retail parks usually have small common areas, operational costs for tenants and landlord are significantly lower compared to the classical shopping centres.

Our target group are price sensitive customers that pay a visit at least twice a week while looking for convenient and efficient shopping experience buying products of daily use.

Retail Parks advantages

- **High tenant demand** – Even the pandemics couldn't stop strong demand from tenants. Exactly the opposite.
- **Short and effective development cycle** – Construction of retail parks compared to traditional shopping centres is significantly simpler and shorter (construction takes approx. 8 months).
- **Simple asset management** – As the retail parks have almost no common areas, they are easy to manage.



OPC Real Estate Fund SICAV, a.s.



- Based on previous successes of the Retail Parks in our portfolio and their resistance to market changes, still high potential for expansion and the unceasing demand from tenants for new premises, we decided to build a Fund for qualified investors focused on the development and acquisitions of Retail Parks in CEE.
- Together with our partners **Quantic Financial Solutions** as a Risk Manager and **Tiller investment company a.s.** as a fund manager, we believe in long-term success in which you can also participate.



Name of the fund OPC Real Estate Fund SICAV, a.s.

ICO 212 99 242

Legal form Akciová spoločnosť

Subject of activity

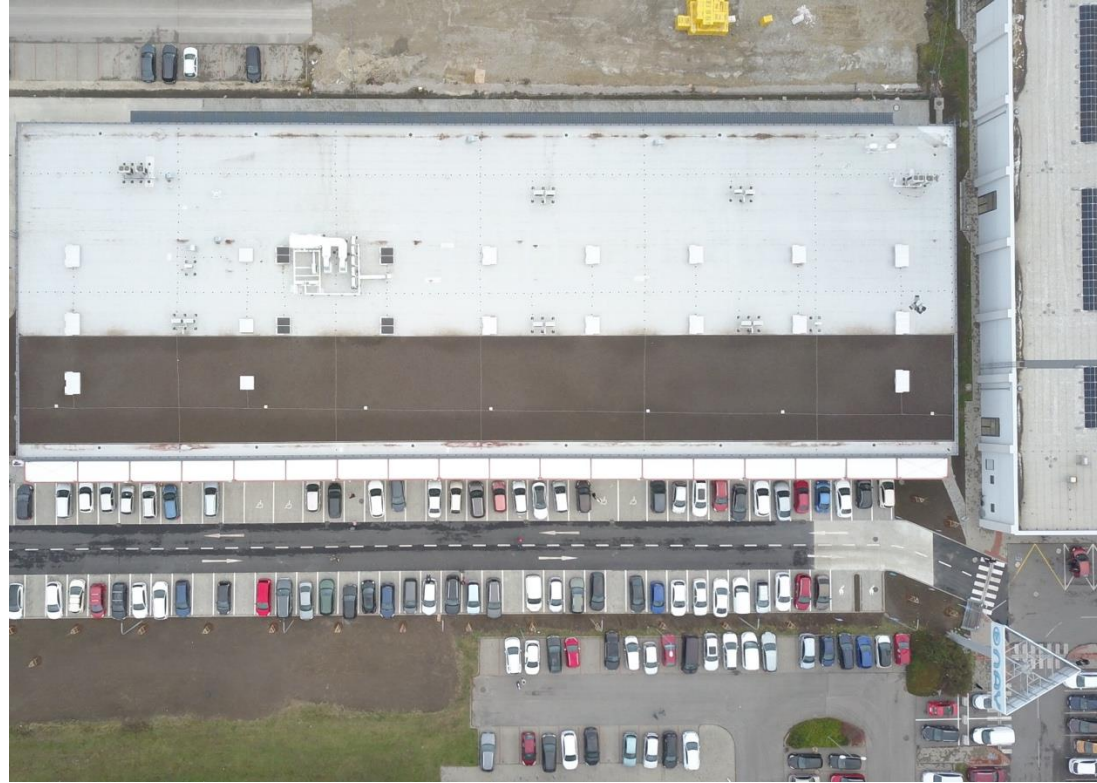
Activity of the investment fund of qualified investors in accordance with sec. § 95 paragraph 1 letter a) of Act no. 240/2013 Coll. about investment companies and investment funds.

Name of the underfund OPC Retail Real Estate

Investment Strategy :

OPC Retail Real Estate specializes in investing in high-yield commercial properties in Slovakia and the Czech Republic, with plans for future expansion throughout Central and Eastern Europe. Our primary target is regional discount retail parks featuring predominantly supermarkets and grocery stores. One key strength we offer is our extensive expertise in retail park and shopping center development, allowing us to seamlessly integrate development projects with the acquisition of established income-generating retail parks.





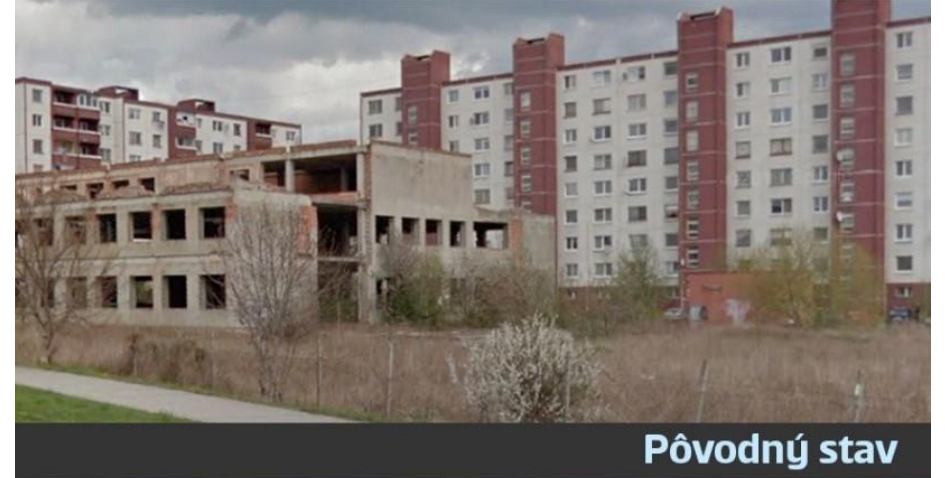
Skalica

Retail park

NOI €491K

4,200 m², 6 units





Pôvodný stav



Aktuálne

Tornaľa

Retail park
NOI €232K
1,920 m², 7 units





Sládkovičovo

Retail park – opening 30.11.2023

NOI €436K

2,910 m², 7 units



Reliable finance partner

"Supporting local projects in the segment of retail parks is an important part of real estate financing for SLSP, a member of the Erste Group. We believe in this type of real estate, therefore we are ready to finance other activities in this area. Even more if we can be a partner of such a responsible company as OPC."

Norbert Hovančák, Board member - Corporate Banking and Capital Markets



Our customer is our Partner

"The cooperation with OPC has always been correct and constructive. We have always reached a mutual agreement and agreed on a solution . The projects that have been offered to us by OPC are very promising and we are looking forward to opening our Billa grocery store there. Given the fact that we have a similar expansion appetite, we believe that there will be more and more successful projects in the future."

Vladimír Ruščín, Head of Expansion BILLA



Management Team



Ing. Branislav Šebo, MBA

Major investor in OPC, Partner

- President of IT SYNTECA
- Former CEO of Erste Group IT
- Former CGM of IBM Czech republic & Slovakia



Mgr. Peter Šebo

Founder & Head of acquisitions at OPC, Partner

- Main expansion partner for 101 Drogerie
- 100+ branches
- Real estate specialist



Ing. Marián Bodi, MBA

CFO at OPC, Partner

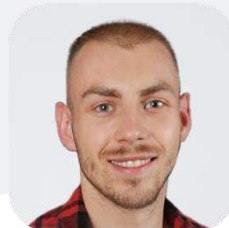
- Finance director Squid Ventures
- Former CFO IBM Slovakia



Mgr. Miroslav Tavel

Managing Partner

- Former Head of Leasing and Project Management at Mayflower Group
- Former CEO of Health Services Group
- Former Real estate advisor to GM of the national railway company ŽSR



Ing. Matej Psočný

Financial Manager at OPC

- 5 years of experience in financial analysis and controlling
- 4 years of experience in IT Project management (Bank and TELCO industry)

Invest with us, so that capital appreciation means more than just income!



OPC Real Estate

Krasovského 14B, 85101 Bratislava, Slovakia

✉ tavel@opcre.sk

☎ +421 907 639 496

opcre.sk