



OPC Real Estate



OUR STORY



OPC Group is a commercial real estate developer and asset manager established more than 15 years ago with a clear investment and development strategy. 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 and logistic centers.

Currently, we are active in Slovak and Czech markets having already opened two retail parks. Additionally, we have 7 ongoing projects and 10 planned acquisitions in progress, while actively seeking new expansion opportunities in other CEE countries and Baltics.



Product: Retail Park

Retail parks are single-story buildings that are directly accessible from outdoor parking lots without going into underground parking.

Our locations are usually situated on main roads with high traffic flow and easy access to the premises. For these reasons, shopping in retail parks is becoming increasingly popular among customers.

Basic needs form the foundations of the retail parks as Grocery store, drug store, pharmacy or household needs.

As an investment product, retail parks are today considered one of the most sustainable among properties

Wide range of customers as tenants in Retail parks offer discount goods in 90% of cases. This type of merchandise constitutes and will continue to constitute the vast majority of the shopping basket content for the majority of the population in each country within the CEE region. Additionally, it is easy to achieve a high ESG standard in terms of construction



Retail Parks advantages

Here's why they are outpacing traditional shopping centers

Customer view :

- Quick access from parking lots directly to stores.
- More efficient visual contact between tenant and customer.
- Dominance of discount goods among tenants, making up the majority of customers' shopping baskets.

Tenants view :

- Lower operating costs
- Even the pandemics couldn't stop strong demand from tenants. Exactly the opposite.
- Lower rent level

Investor view :

- Easier building sustainability.
- High NLA (Net Leasable Area) ratio of the total building space (Average of 98% from the object is rented)
- Long-term sustainable yields
- 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.



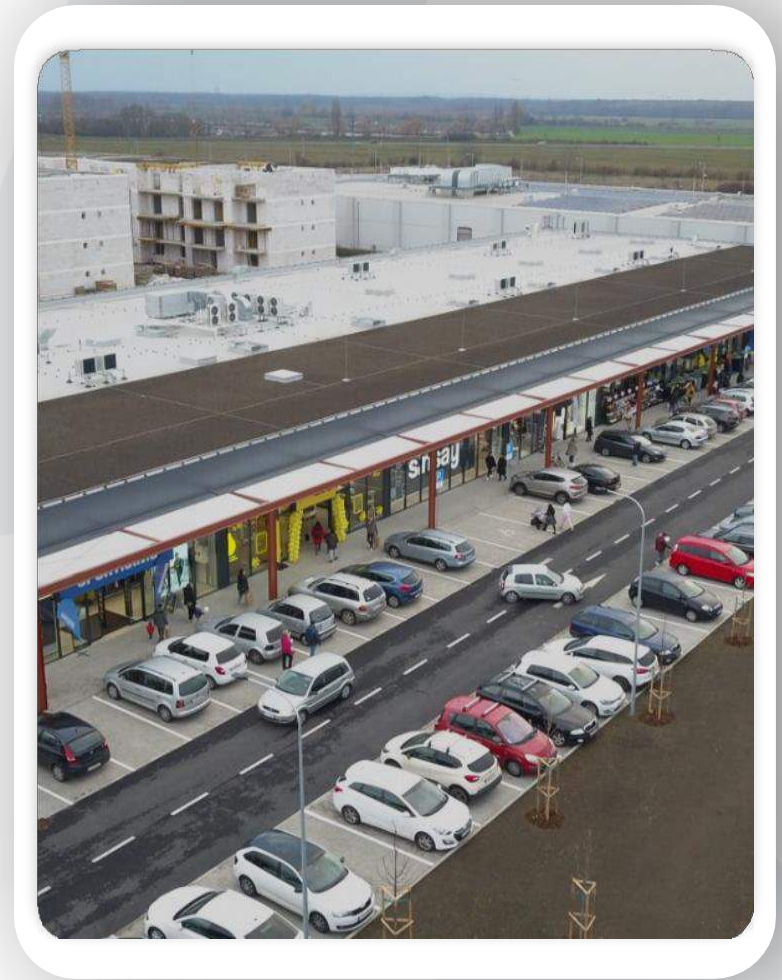
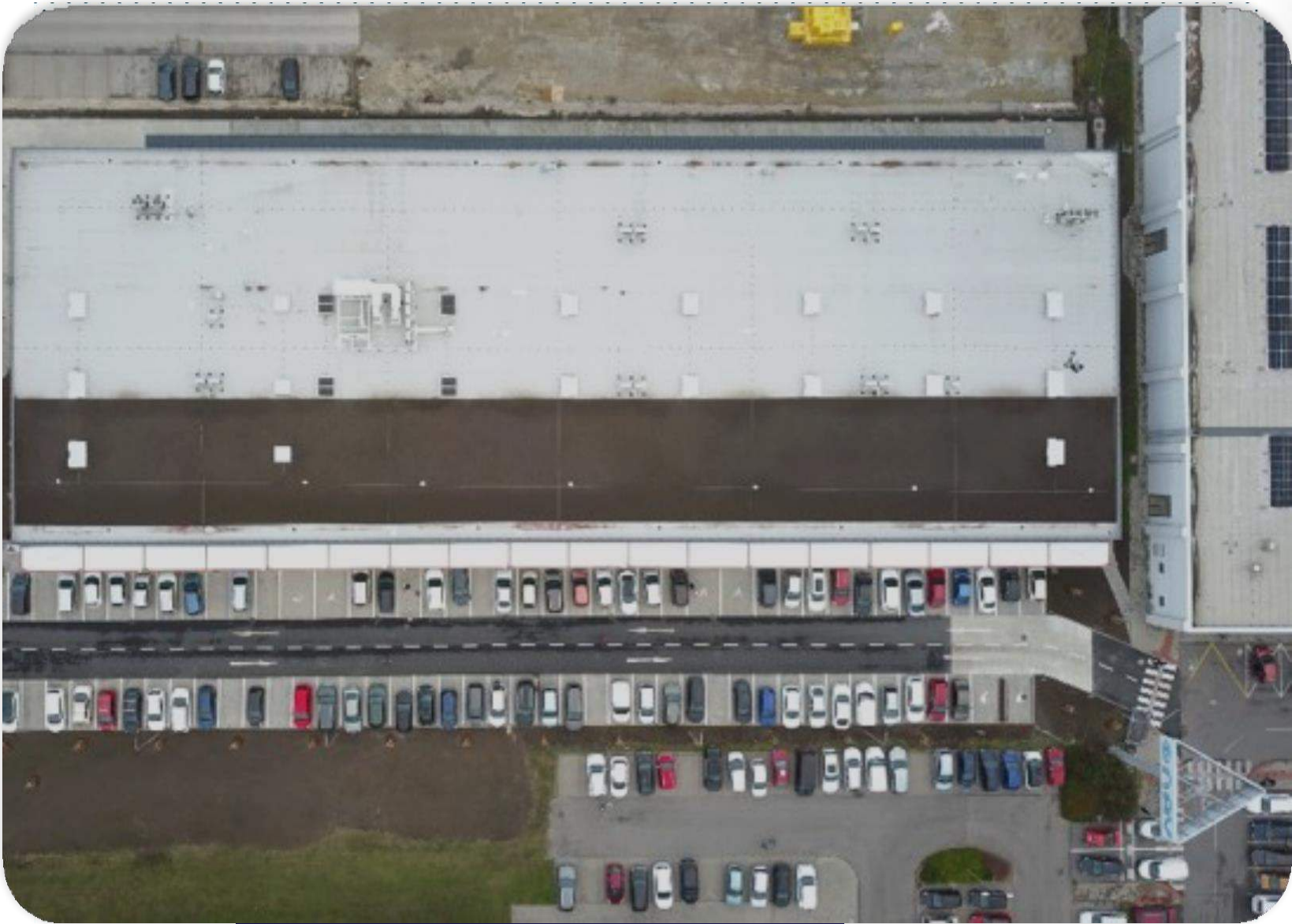
STRONG TENANT MIX IS THE KEY

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





SKALICA

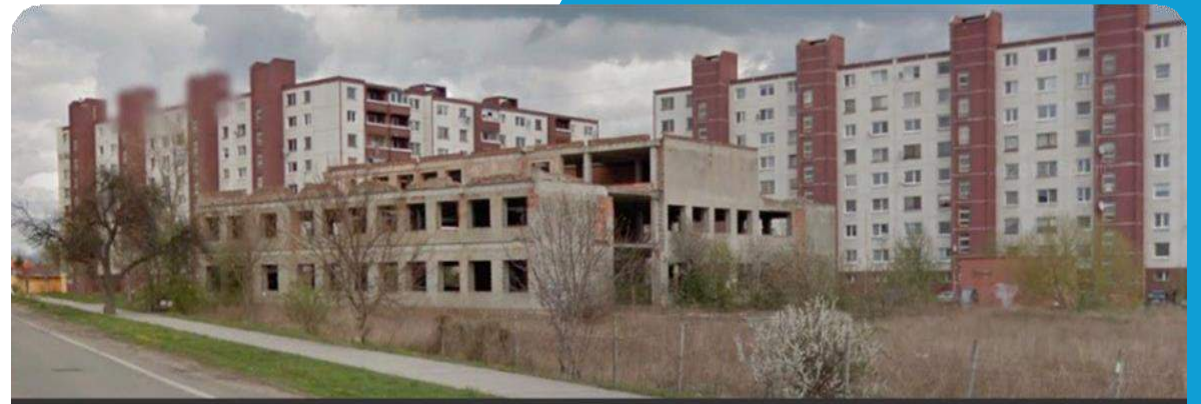
- Retail park
- NOI €491K
- 4,200 m2, 6 units



Sládkovičovo



- Retail park
- 2,910 m², 7 units • NOI €436K



Pôvodný stav



Aktuálne



TORNAL'A

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



Velké Kapušany

- Retail park
- 3.347 m², 7 units • NOI €448K

OPENINGS & ACQUISITIONS

2022

PROJECT	NOI (K)	COSTS (M)	SIZE (M2)	IRR (%)	SITUATION
Skalica	492	6,2	4110	22	Open
Tornaľa	229	3,2	1980	19	Open
Hnúšťa	398	4,5	3060	21	DUR
L.Mikuláš	562	6,7	4300	19	Constr
Stropkov	572	6,6	4540	18	DUR
Summary	2253	27,2	17990	19,8	

Value : 32 185 €



OPENINGS & ACQUISITIONS

2023

PROJECT	NOI (K)	COSTS (M)	SIZE (M2)	IRR (%)	SITUATION
ŽNH	796	10,1	6000	22	SP
V. Kapušany	448	5,6	3347	19	Open
Revúca	821	8,6	6110	29	SP
Sládkovičovo	458	5,6	2910	21	Open
Summary	2523	19,9	19367	22,75	

Value : 36 042 € M



OPENINGS & ACQUISITIONS

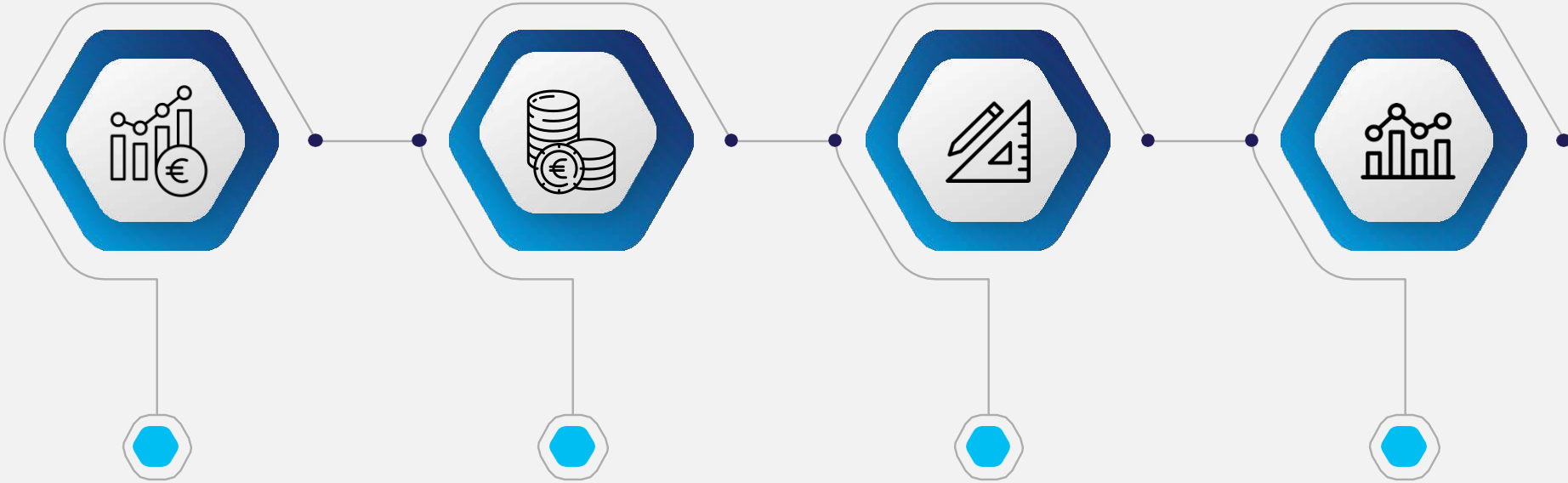
2024

PROJECT	NOI (K)	COSTS (M)	SIZE (M2)	IRR (%)	SITUATION
Poltár	380	4,6	2988	19,5	SP
Detva	385	4,8	2880	20	DUR
NmV	612	7,2	4700	21	DUR
Kolárovo	774	9,1	6350	20	DUR
Summary	2151	25,7	16918	20,1	

Value : 30 728 € M



COMPARISON 2022 VS 2023



2022

€2,2 m

=

2023

€ 4,7 m

Annual NOI

€27,2 m

=

€47,1 m

Total Costs

17 990 m2

=

37 357 m2

GLA

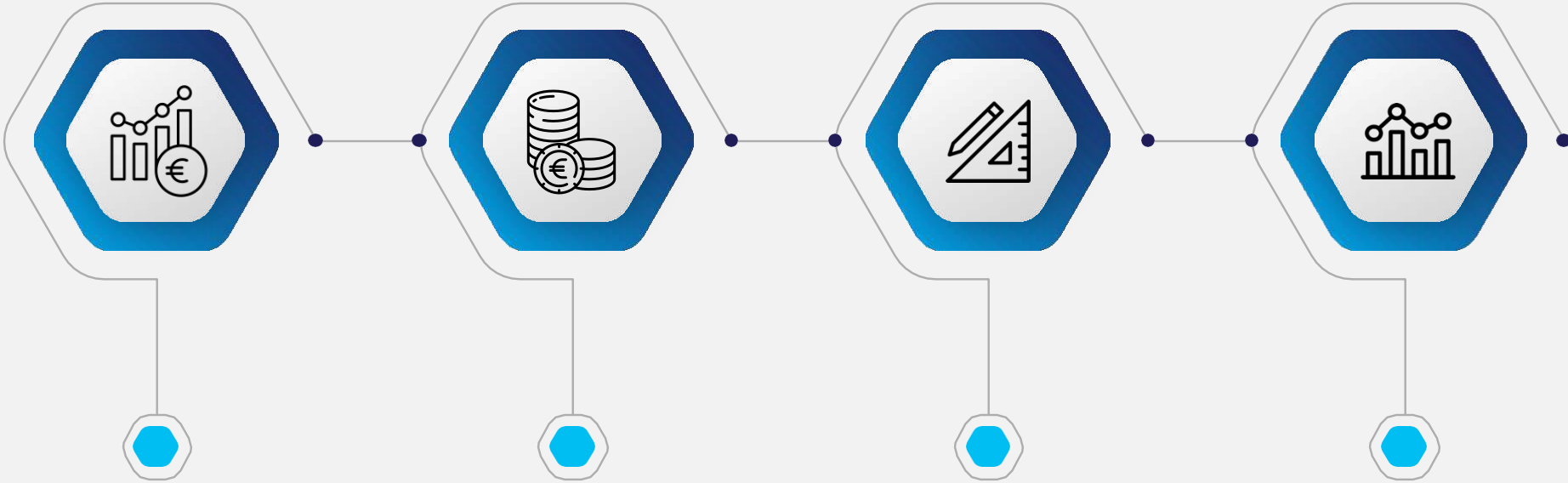
€32 185 m

=

€68 227 m

**Value based on
current market
(7 % yield)**

COMPARISON 2023 VS 2024



2023

€ 4,7 m

=

2024

€ 6,9 m

Annual NOI

€47,1 m

=

€72,8 m

Total Costs

37 357 m²

=

54 275 m²

GLA

€68 227 m

=

€98 955 m

**Value based on
current market
(7 % yield)**



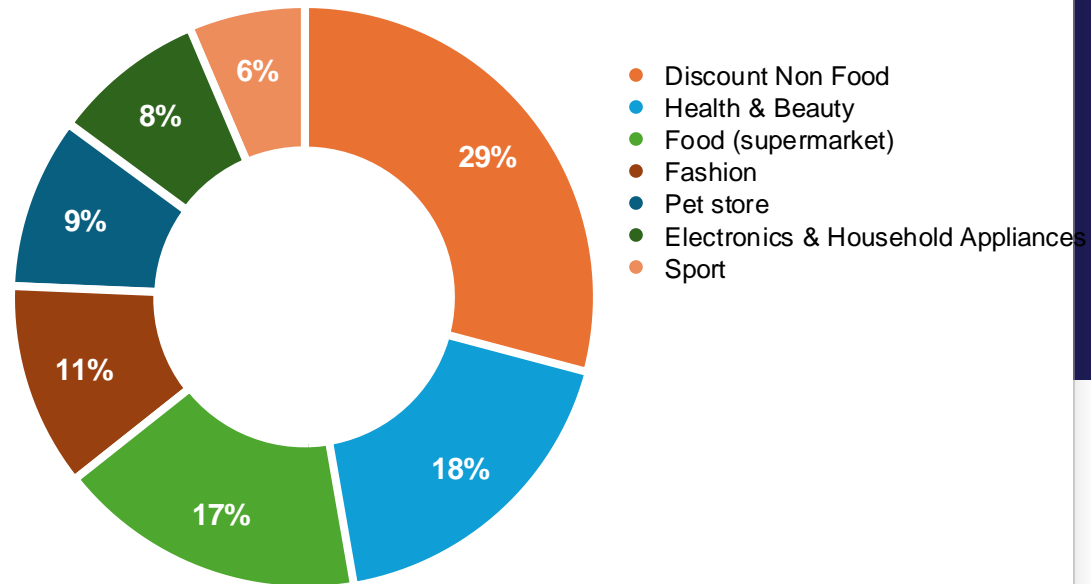
CURRENT PORTFOLIO

- ✓ Number of operating retail parks :4
- ✓ Total leasable area : 12 347
- ✓ Occupancy rates : 100%
- ✓ Major tenants : Billa, DM, Tedi, Pepco, Super zoo

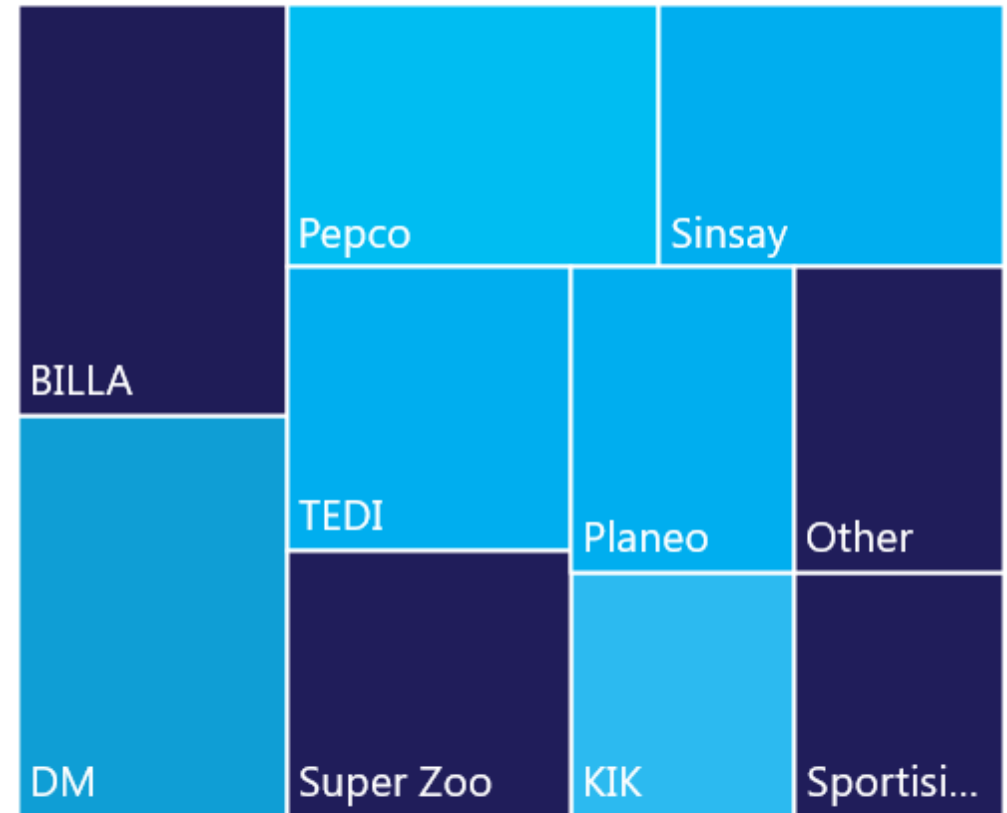


OVERVIEW

Breakdown by Segment



Breakdown by Tenant



COMPETITIVE ADVANTAGES

- Projects in smaller cities where is no room for competition
 - Existing pipeline of acquisitions
 - Knowledge of the local market
-
- Combination of acquisitions and development
 - Better conditions for tendering based on a higher number of projects



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 sub fund

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 are 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.



INVESTMENT TRANCHES



Institutional Investor-
Acumulating (EUR)

- Minimum investment - € 1 000 000. – Open
- Term - 5 years + 1
- Total return Target : 8 %
- Mgmt fee : 2 %
- Performance fee above 8 %: 40% - Fund management / 60% Investor



Retail investor –
distributing (EUR)

- Minimum investment - € 100 000 – Open
- Term - 5 years + 1
- Dividend return target = 3-5% p.a.
- Total return Target = 8 % p.a
- Mgmt fee : 2 %
- Performance fee above 8 %: 50% - Fund management / 50% Investor



Retail investor –
Acumulating (EUR)

- Minimum investment - € 1 000 000. – Open
- Term - 5 years +
- Total return Target : 8 %
- Mgmt fee : 2 %
- Performance fee above 8 %: 50% - Fund management / 50 % Investor



Retail investor –
Acumulating (CZK)

- Minimum investment - € 1 000 000. – Open
- Term - 5 years +
- Total return Target : 8 %
- Mgmt fee : 2 %
- Performance fee above 8 %: 50% - Fund management / 50 % Investor



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



SLOVENSKÁ 
sporiteľňa



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**



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
PSOTNÝ



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

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