



ONE

INVESTMENT



## ■ ABOUT US

One Investment is a boutique of debt advisory that covers the Spanish and Portuguese markets. We have a combined experience of **more than 50 years working in the banking industry for some of the leading financial institutions.**

Our background includes originating, structuring, negotiating, and closing a large number of financings (including more than €8 bn invested in more than 400 financings).

Not only does our knowledge expand across the financing markets of Spain and Portugal, but also the dynamics of credit and investment committees of banks and alternative lenders.

We like to support our clients through the entire financing process. We believe that because each client, and their needs, are unique, we need to provide a **tailored and highly specialised advisory** that best suits them. It's what makes us stand out from our competitors.



■ One Investment management team consists of 3 dedicated professionals, Marcel Rosell, Gerard Flores and Javier Duro, previously working at CaixaBank in the Real Estate coverage and structuring departments.

We possess a combined experience of more than 50 years working in the Spanish banking industry for a leading financial institution.

We have wide experience originating, structuring, negotiating and closing a large number of bank financings (more than €8 bn invested in more than 400 financings) with an excellent track-record.

### **Gerard Flores**

Bachelor in Business Administration and Master's in Finance from ESADE.

After initiating his professional career at Deloitte, where he worked for 5 years in the Financial Advisory team, he spent another 5 years in the Real Estate Structured Financing team at CaixaBank.



### **Marcel Rosell**

Bachelor of Law from the University of Barcelona and Executive Development Program (PMD) graduate from ESADE.

Over 20 years of experience at CaixaBank as Senior Director in the coverage area, overseeing Real Estate, Infrastructure, and Retail divisions within the Corporate Banking unit.



### **Javier Duro**

Bachelor of Law from Universidad Autónoma de Madrid.

After working for more than 23 years at CaixaBank, including 12 as head of the Real Estate Structured financing team, he spent another 2 years at Colliers as Capital Markets director.







## WHY US

We have a proven successful track record originating, structuring, and closing a large number of financings. We offer a **completely tailored approach and are highly specialized in the debt market** in Spain and Portugal.



# ■ TRACK RECORD



## Office land plot in Barcelona

- Sponsor: Glenwell Group
- Lender: Global Realty Capital
- Loan Amount: €5.28m (70% LTV)
- Summary: senior financing related to the acquisition of a land plot for office use
- Closing Date: December 2021



## Office land plot in Barcelona

- Sponsor: Glenwell Group
- Lender: Bain Capital
- Loan Amount: €12.50m (70% LTV)
- Summary: senior financing related to the acquisition of a land plot for office use
- Closing Date: September 2022



## Office building in Barcelona

- Sponsor: Glenwell Group
- Lender: Tyrus Capital
- Loan Amount: €15.0m (75% LTV)
- Summary: mezzanine financing related to the refinancing of the equity contribution by the shareholders to the Borrower in connection with an office building pre-sold to CBRE GI
- Closing Date: March 2022



## Term Loan Amend and Extend Infra company

- Sponsor: Saba Aparcamientos
- Lender: a pool of 12 national and international banks
- Loan Amount: €387.0m
- Summary: amend and extend of the syndicated term loan
- Closing Date: July 2022



# TRACK RECORD

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## Hotel acquisition in the Mediterranean coast

- Sponsor: Indotek
- Lender: Santander
- Loan Amount: €10.90m (55% LTV)
- Summary: senior financing related to the acquisition of a hotel in the Mediterranean coast
- Closing Date: June 2023



## Pre – sold PBSA in Barcelona

- Sponsor: Sacresa Group
- Lender: Santander + Insurance Company
- Loan Amount: €72.00m (75% LTV)
- Summary: financing related to the development of a PBSA of approximately 526 romos in Barcelona pre-sold to Hines
- Closing Date: October 2023



## Office building in Barcelona

- Sponsor: Spanish family office
- Lender: a Spanish bank
- Loan Amount: €45.00m (40% LTV)
- Summary: senior financing for an equity recap in connection with a fully leased office building. 10 years bullet
- Closing Date: July 2023



## Development of a Photovoltaic Park

- Sponsor: Copisa
- Lender: Bravo Capital
- Loan Amount: €14.7m
- Summary: financing in connection with the construction of a photovoltaic park
- Closing Date: March 2022



# ■ WE ARE



## TAILORED

We use our expertise and specialist skills to provide a **unique approach for each Project and client.**

## AGILE

We connect with our strong network to find the best and most **efficient solutions**, adapting where needed.

## MODERN

We are **flexible**, always looking for how we can offer the best, most up-to-date and sustainable solutions to keep up with the market.

## TRUSTWORTHY

We have years of experience and knowledge. We strive to always **be transparent**, consistently delivering the best value to all of our clients.

## SECTORS WE COVER

# REAL ESTATE



We help our clients to **obtain financing for their real estate projects in Spain and Portugal.** This is across all asset classes.

Our advisory services cover all types of financings, ranging from the most core lenders, such as banks and insurance companies, to distress debt funds.

We have vast experience in structuring and financing real estate projects in Spain and Portugal. This experience has equipped us with extensive industry knowledge to cater to these markets.



## SECTORS WE COVER

# INFRA & ENERGY



When it comes to the infrastructure and energy field, we advise our clients in all types of projects fitting this sector, including:

- **Structuring and obtaining corporate debt**
- **Project finance debt**
- **Acquisition debt**

We have a proven successful track-record working with some of the largest companies in Spain, assisting them with the syndication of large financings.



## SECTORS WE COVER

# CORPORATES



We provide mid-market companies, across all corporate industries, with **debt advisory services covering:**

- **Structured and mezzanine finance**
- **Refinancing and restructuring**
- **Debt syndication services**
- **Private placement**
- **Acquisition financing**
- **Working capital finance**
- **Bond issuance**





## OUR APPROACH

We leverage our distinct combination of industry knowledge, as well as structuring and capital markets expertise, to provide the best financing advice for all our clients.



We **customise** our approach for each project and client.

Thanks to our expertise and tailored approach, we provide **comprehensive advisory services** that go much further than the basic role of a broker introducing a lender and then leaving it at that.

We have the expertise and experience to **provide debt advisory** of the highest degree.





## OUR APPROACH



We provide **customized debt advisory services to our clients**, covering all stages of a financing. From the structuring of the financing to the search of the lender, the negotiation of the terms and conditions and the finance documents, the execution of the financing and not forgetting the post-closing follow up too.

We also work closely with our clients, giving them **direct access to the pool of lenders we work with**, including becoming an extension of our clients in the view of the lenders. We are there every step of the way to ensure a smooth financing journey as possible for everyone.



# CREDENTIALS

We pride ourselves on having provided our advisory services to leading companies, such as the following:



EMESA



Hines



NEXT POINT  
SOCIMI



saba<sup>o</sup>





## GET IN CONTACT WITH US



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INVESTMENT

BESPOKE  
DEBT  
ADVISORY