

# REAL ESTATE Club Deal

An attractive and exclusive  
investment opportunity



PROPERTY ONE

## Achieving more together

Club deals offer a wide range of investment opportunities – for example, joint investment in existing properties or in development projects with other investors. This generally involves cooperation between two or more investors who wish to jointly realise a project that has been carefully considered in qualitative and quantitative terms. Options in this regard are the purchase of individual properties or entire portfolios and project developments. Property One deals with design and structuring, handles legal, fiscal and technical aspects and seeks attractive investment opportunities as well as suitable co-investors. Access to exclusive plots is ensured by its extensive network.

Our services span the entire real estate value chain. We combine the skills of development, planning and realisation as well as sales. Such expertise enables us to exploit the potential of the relevant sites to optimum effect and to develop and realise attractive projects.

Our in-depth expertise in the preparation, administration, structuring and coordination of club deals ensures a professional investment experience for co-investors in real estate. As part of the club deal, we do not merely take care of the structure and the investment, but also provide support during all stages of the project or projects – from planning, through realisation to sale.

Our specialists are fully integrated in the investment process and have experience in each phase of a property's life cycle. Club deals with Property One thus give investors the opportunity to minimise their risks while optimising returns at the same time. They participate in the profit generated on a proportional basis.

Depending on the type of project portfolio, co-investors are additionally offered the option to also act as the end buyer of individual properties and to transfer them to their own real estate portfolio.

### Reasons to invest

- Carefully selected project portfolios
- Real estate in prime locations in Switzerland
- Joint investment with Property One („skin in the game“)
- Property One as an expert in all processes along the real estate value chain
- Focus on attractive returns and capital efficiency
- Anonymity of co-investors guaranteed at all times
- Minimum investments vary depending on the club deal, thus allowing different investors to participate in a club deal with Property One
- Strong focus on downside protection
- Diversification of risk between multiple parties
- Attractive financing terms thanks to Property One's existing track record

### What we offer

- Search for attractive investment opportunities and suitable co-investors
- Active involvement of co-investors, if desired
- Professional support and management of the club deal structure
- Coordination of all specialists and realisation of investments
- Synergies/network among club deal members

Property One has already successfully concluded numerous club deals over the last ten years. To date, attractive returns have been achieved in all cases thanks to our outstanding expertise in real estate and finance and a strong focus on downside protection.

Further information about our services:  
[assetmanager.propertyone.ch](https://assetmanager.propertyone.ch)



## References



### Seven Senses

Location:	Zug
Type of use:	Residential
Number of apartments:	7
Total floor area:	1'255 m <sup>2</sup>
Sale proceeds:	CHF 22.3 million
IRR:	19.8%
Multiple:	1.4x
Investment period:	2.25 years



### H3+5

Location:	Horgen
Type of use:	Residential
Number of apartments:	7
Total floor area:	915 m <sup>2</sup>
Sale proceeds:	CHF 14.5 million
IRR:	33.0%
Multiple:	2.3x
Investment period:	4 years



### Schlosshof

Location:	Richterswil
Type of use:	Residential
Number of apartments:	9
Total floor area:	1'930 m <sup>2</sup>
Sale proceeds:	CHF 24.1 million
IRR:	21.7%
Multiple:	1.7x
Investment period:	6 years



### UB39

Location:	Affoltern a. Albis
Type of use:	Residential
Number of apartments:	12
Total floor area:	1'340 m <sup>2</sup>
Sale proceeds:	CHF 13.3 million
IRR:	58.1%
Multiple:	2.6x
Investment period:	3 years

## Property One Investors AG as specialist for real estate club deals

Property One Investors AG (POI) is an owner-managed company limited by shares based in Zug and founded in 2013. POI is a specialised provider of real estate investment services. Its focus is on the real estate and private real estate debt asset classes. POI has been authorised to manage collective assets since December 2020 and is subject to supervision by the Swiss Financial Market Supervisory Authority (FINMA). Other companies in the Property One Group are Property One Partners AG and Property One Ticino SA.

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