I.- PRESENTATION
II.- OUR VISION
III.- OUR VALUES
IV.- OUR SERVICES
V.- PROFESSIONAL TEAM
VI.- CONTACT
LaNave brings together the broad knowledge of experienced professionals to provide specialized strategic and management consulting services for real estate assets and indirect real estate investments to its clients.

LaNave’s multi-disciplinary team of professionals has the ability to perform asset management services, from buyer’s advice, portfolio analysis and portfolio selection, as well as property value management throughout the final sale applying asset type specific marketing strategies.

Our main objective aims to increase our clients’ real estate projects’ profitability and quality by addressing the individual needs of the specific projects in the current market situation, which is being enforced by LaNave through suggesting innovative development strategy for each client, portfolio and asset.

Our organizational structure allows us to develop integrated services, managed by a single project specific coordinator with responsibility throughout entire Spain.
The Spanish property market has undergone a major transformation as a result of the real estate and following economic crisis of the last years. After several years of economic stagnation, major real estate price and production decrease as well as limited availability of liquidity and the associated lack of transactions, we are currently experiencing a recovery and strengthening stage which offers many business opportunities (of which has to be taken advantage of). In this new evolving economic environment, data management, continuing assessment of the market conditions, well-paced and efficient investment or divestment decisions provide a competitive advantage that enables companies and investors to position themselves in the market and establish their future.

After impact of the crisis, the restructuring on the Spanish financial industry and the changing economic environment, are producing new scenarios and substantial changes in the practices and behavior of industry-related stakeholders:

- Improvement of real estate industry data and its trends, increased risk regulations, rights and obligations of all participants. Higher scrutiny of the analysis, execution and monitoring of real estate projects.

- Change of financing practices, more restrictive and conservative financing options for real estate development companies, as well as for home owners

- Higher demand for rental solutions versus ownership of corporates and private households.

- Consolidation and restructuring of real estate industry. Mergers and acquisitions between companies and increased demand for rental properties, outsourcing of real estate services.

- New ways of doing business, and marketing cooperation of real estate projects between owners, developers, builders, lenders, servicers, retailers and customers.

- REITs development (SOCIMIs in Spain) through a new legal framework, as efficient corporate vehicle to manage real estate assets, and as a link and nexus of common interest between real estate sector participants.

- Globalization of Spanish real estate as consequence of the entrance of international funds and REITs and the consolidation of the Spanish coast as a tourist and retirement destination for the European citizens.
Financial institutions, SAREB and servicers, as well as a limited number of funds and real estate companies, are now the main players in the industry, being the holders of a majority of the debt and real estate assets (NPLs and REOs). Their objectives are the orderly divestment, minimizing equity impact, through a business approach to create value.

International investors, in form of funds and REITs, as well as family offices and other investors, are the new protagonists in the real estate industry seeking opportunities to generate new business across the transformation of the real estate value chain. The current market conditions require a thorough selection and a profound analysis of portfolios as key elements of the investment decision.

Hence, we are facing a market with ample supply and with new participants seeking opportunities, where the selection of the assets is highly important in order to achieve higher adaptability and value generation.

From the international investor perspective, uncertainties regarding of trends in different market niches and locations are wiped out. Therefore, this is the time for positioning, finding opportunities and closing profitable deals.

Investor typology and expected profitability ranges:
Our values, at the service of our clients are:

ETHICS AND PROFESSIONALISM in all our actions. Our track record demonstrates this.

PROXIMITY to client, market and properties which we work with and on, facilitated by our territorial implementation and industry knowledge.

PRACTICAL APPROACH adapted to the needs of our clients. We adapt your strategy, requirements, procedures, processes and information systems.

FOCUS ON MANAGING ASSET VALUE. We want to help our clients create value of their asset portfolio. We analyze the economic and commercial viability of assets and recommend a tailor-made strategy for each asset: investment/divestment, maintenance and improvement with minimal investment, development to optimization, integration to a corporate vehicle (SPV), etc. In addition, we make a commitment to implement the agreed strategy.

OPPORTUNITY AND INNOVATION. Our experience, market knowledge and professional search for an improved solution allow us to offer innovative suggestions for developing the strategy of each client, portfolio and property asset.

INTEGRATION OF SERVICES. In those projects where we are asked, we provide an integrated service with responsibility, control and a single coordinator. We Integrate and coordinate other teams and subcontractors to carry out complex or turnkey projects.

LaNave has signed and supports the ten principles of the Global Compact of the United Nations concerning human rights, labor rights, the environment and the fight against corruption.
Our clients demand specialized and value-added services. Our Client portfolio consists of (*):

- National and international Asset Management Companies and Investment Funds
- Family Offices
- Financial Institutions and Servicers
- Public Administration
- Private banking
- Real Estate companies and estate and corporates

(*) Being the confidentiality one of the principles of our services, we obviate the identification of our clients.

Our main SERVICES:

CONSULTING & MANAGEMENT SERVICES:

- ASSET MANAGEMENT, DEBT AND REAL ESTATE PROJECTS
- COMPREHENSIVE ADVICE AND MANAGEMENT OF REAL ESTATE DEVELOPMENT PROJETS
- CORPORATE AND PROJECT ADVICE

SPECIALIZED SERVICES:

- COMPREHENSIVE ASSESSMENT PROCESS OF BUYING OR SELLING PROPERIES AND DEED IN LIEU OF FORECLOSURE
- FAMILY ESTATES AND REIT (SOCIMI)
- ORGANIZATIONAL CONSULTING
- RESTRUCTURING & INTERIM MANAGEMENT
CONSULTING & MANAGEMENT SERVICES

ASSET MANAGEMENT, DEBT AND REAL ESTATE PROJECTS

✓ Assessment with written report and individualized comprehensive advice: technical, urban
development, legal and sales.

✓ Design and development of the Business Plan. Definition of key processes and the management
model to preserve and maximize the value of the assets.

✓ Implementation and monitoring of the Business Plan. Development actions for the enhancement of
value of assets, depending on market variables, with the aim of marketing and sales at most
profitable price and optimal timing.

✓ Management of land development and urban consolidation.

✓ Monitoring of construction and completion of ongoing projects.

✓ Maintenance and asset management of special properties. Technical inspection of buildings. Energy
efficiency certificates and other technical and legal procedures.

✓ Marketing and sales of special properties. Asset Analysis (binomial product-client), identifying and
contacting potential purchasers and advice in the process of closing the sale.

✓ Consulting and management of special divestment processes: collective sale, property transfers and
exchanges, shared accounts, turnkey projects and corporate vehicles, sale & leaseback, etc.

✓ Analysis, selection and classification of real estate portfolios based on characteristics (segments,
value, viability, timing, etc.)

✓ Reporting. The management of information is done in coordination with the teams and resources of
our clients, adapting our reports to their balanced scorecard and monitoring needs.
CONSULTING & MANAGEMENT SERVICES

COMPREHENSIVE ADVICE AND MANAGEMENT OF REAL ESTATE DEVELOPMENT PROJECTS

✔ Identification of opportunities. Studies of commercial and economic feasibility of developments. Due diligence and advice in the negotiation and acquisition of urban land.

✔ Definition and elaboration of the Business Plan. Definition of key processes and the management model to preserve and optimize the value of the development.

✔ Advice in search, negotiation and closing deal of financing of development project.


✔ Advice in the selection and contracting of architectural and engineering teams, in bidding processes for construction, marketing networks and teams, site project management team, etc.

✔ Reporting. Management of the information of the development project carried out in coordination with the teams and resources of our clients, adapting our reports to their balanced scorecard and their monitoring request.

✔ Negotiation and assistance in joint ventures, share agreements, barters, outsourcing services, etc. Advice on writing all contracts related to the development project.

✔ Technical supervision of the development: control of site execution, supervision of project and site management

✔ Processing of permits and licenses.

✔ Closing and after-sales services.
CONSULTING & MANAGEMENT SERVICES

CORPORATE AND PROJET ADVICE

✓ Management Consulting

✓ Advice and management in corporate, REO & RED transactions. Search for financial partners / shareholders

✓ Monitoring and mentoring of SPV companies, debt collaterals and complex real estate projects

✓ Design and analysis of business plans.

✓ Valuation of companies and projects. Coordination and analysis of external appraisals

✓ Study and creation of vehicles and special processes of investment and divestment. Advice and design of SPV

SPECIALIZED SERVICES

COMPREHENSIVE ASSESSMENT PROCESS OF BUYING OR SELLING PROPERTIES AND DEED IN LIEU OF FORECLOSURE

✓ Guidance on tutoring of risks on REOs, NPLs and companies under surveillance.

✓ Due Diligence on real estate debt or assets to be acquired in the different fields: legal and tax planning, urban situation, technical and construction, etc.

✓ Report with recommendations and safeguards to be considered in the execution of the purchase (technical, fiscal, commercial, insolvency, etc.).

✓ Monitoring and comprehensive assistance in the process until the closing of the transaction
OUR SERVICES

FAMILY ESTATES AND REIT (SOCIMI)

✓ Development of the Business Plan and creating the optimal portfolio composition

✓ Analysis and selection of assets to be purchased, including full Due Diligence of assets and other aspects that affect the viability and suitability of the investment

✓ Search for partners and investors through the provision of suitable assets and cash input

✓ Advise on SPVs and REITs (SOCIMIs) incorporation

✓ Full or partial management and monitoring

ORGANIZATIONAL CONSULTING

✓ Advise on organization and development of Asset Management Units and Servicers.

✓ Drafting and review of procedural guidelines for managing debt and real estate portfolios and assets,

✓ Outsourcing of Internal Audit function, through agreed procedures.

SPECIALIZED SERVICES
RESTRUCTURING & INTERIM MANAGEMENT

✓ Advice, negotiation and execution of refinancing and restructuring processes in projects and real estate companies, as well as complex and distress situations.

✓ Interim Management, full or partial, of real estate companies and projects in accordance with the objectives set by their shareholders and directors: value management, completion of work, divestment, liquidation, etc.

✓ Consulting on special situations, suspension of payment and bankruptcy processes. Financial and real estate expert reports.

✓ Intervention as independent experts in judicial and administrative cases of restructuring or critical business situations. Forensic analysis and reports.

✓ Mediation, arbitration and conflict resolution.

✓ Advice and support to company liquidators, through the monitoring of the Creditors’ agreement or the orderly liquidation process.
Luis Alonso
Industrial Engineer. MBA IESE Business School

Industrial Engineer and MBA at IESE Business School, Luis has thirty years of broad experience in different fields: real estate, finance, investment and corporate finance operations. He has been involved in the design, management, development and consolidation of numerous companies and projects. CFO at Cleop (builder and services public listed company), CEO at Lladró Real Estate Group, CEO at Lladró Diversification Group, CEO at Edissa Family Office.

Luis has held management positions and has been a member of boards of directors of numerous companies in different industries: Real Estate, Renewable Energy, Environmental Management, Health, Leisure, Hotels, Food, Biotechnology, Services, Construction, Financial and Geriatrics.

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Rubén Santamaría
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Lawyer, law degree at the University of Valencia and doctorate in urban planning. Degree in building legislation. Director of land, major properties and portfolios at Haya Real Estate (Servicer of Cerberus Group), divesting a REO’s portfolio of Bankia and SAREB 2,7 billion € in the national and international market. Commercial Director Land and major properties at Bankia Habitat. Director of Real Estate Diversification Area at Bancaja Hábitat. Deputy General Manager at Lladró Group Family Office. Ruben holds more than 20 years of experience in the real estate and urban planning fields, including the management of numerous real estate companies and complex projects. He has been member of many Committees and board of directors of companies related with the real estate industry. CEO of Triangle REM, joint-venture company specialized in development of logistic projects.

Lecturer and speaker at different courses and training programs of urban planning development.

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Rafael Codoñer
Economist

Economist and auditor, Rafael has spent most of his professional career in the real estate industry. Rafael holds extensive experience in the management, organization and administration of foreclosed assets (REOs) of Banks, Special Servicers and Asset Management Companies, focusing on results and divestment, through managing the value of assets and the integration of multidisciplinary teams. Corporate Manager at Bankia Habitat, various management positions in the Bancaja real estate group. Adviser and board member of real estate companies, Rafael has been involved in the strategic and business plans of many companies and real estate projects. Rafael has been auditor and business advisor manager for 11 years at Arthur Andersen & Co in Valencia, Madrid and Chicago. Expert in selection and analysis of real estate portfolios for investors and funds, he has promoted and managed international partnerships for investment and marketing. Member of the Board of Directors of the Planning and Urban Development Working Group of the General Council of Economists of Spain. Chartered Management Consultancy Surveyor, corporate mediator, expert witness and receiver in bankruptcy and other proceedings. Experienced in Restructuring and Forensic Consulting. 

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Lawyer, law degree at the University of Valencia, in 1986, Specialist in Land Management and Urban Planning at the Polytechnic University of Valencia. Member of Valencia Bar Association. Chairman of Urban Planning and Environment Section of the Valencia Bar Association. Pablo has extensive management and real estate experience. He has held positions as legal advisor and head of the Urban Land Management Department, in the Provincial Council of Valencia and in the Metropolitan Council of L'Horta. He leads a multidisciplinary team, including lawyers, economists and specialists in real estate matters, environmental and urban planning. Lecturer and speaker at numerous courses and training programs for public and private entities.

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Jose Luis Mayordomo Pérez.
Architect

Senior Architect by the Polytechnic University of Valencia, specialized in Land Planning and Development. Master in Real Estate Valuation by the ETS Architecture of Barcelona and Postgraduate in Accessibility by the International University of Catalonia. It has developed his professional career since 1988, accumulating a wide experience in the execution of projects of urban planning and land management. Its activity has been developed in positions of technical responsibility of the Public Administration, as well as in the private sector.
Member of the Association of Urban Architects of the Valencian Region, he has carried out numerous urban development plans (PAI), and multiple legal and technical instruments of planning, management and valuation of land.
Teacher in the Master of Land Planning and Development at Polytechnic University of Valencia.
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Isaac Vicente Esteban
Financial and Real Estate Advisor

Studies in Economic and Business Sciences at the Complutense University of Madrid, and Law at the National University of Distance Education, developing his professional career of more than 30 years in Bankia in the Area of Risk Management and Recovery, as Regional Director of this area in Cantabria, Basque Country, Navarra, Aragon, Rioja, Castilla La Mancha, Andalusia and the Canary Island. In the last 18 years in the Valencia and Murcia region. From 2010, he specialized in the management and recovery of Real Estate Risk, actively participating in the transfer of REO and RED assets from Bankia to SAREB.
In 2013, he joined Haya RE (Cerberus) where he managed the Debt Management Office for Catalonia, the Valencian Community, the Murcia Region, Andalusia, the Balearic Islands and the Canary Islands, and in 2014 he got the position of Director of Litigation and Bankruptcy Management Division in Spain.
He has managed multidisciplinary teams, both internal and external professionals, planning and executing different strategies and business management on the recovery of real estate risks.
Teacher in internal training courses at Bankia, and speaker at seminars for Judges and Lawyers on the subject of Banking Real Estate Risk.
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José Alarcón Ros  
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Master’s Degree in Water Sciences and Technology, he has accumulated extensive experience in the management of infrastructure projects, urban planning and water management in Murcia and its surroundings, both for public and private companies. Co-founder and General Manager of the company Tabala S.L., specialized in consulting projects on water resources, management and hydraulic infrastructures with a strong presence in the Region of Murcia for more than 30 years, working mainly for Irrigation Communities in the east area of Spain and the for the Hydrographic Confederation of Segura river. Co-founder and CEO of Forum San Patricio S.A., attorney of the Murcian delegation of Sánchez and Lago S.L., both construction companies of civil works with a wide range of qualifications for public works and mining, with large national and international presence.

He directs a multidisciplinary team, composed of civil engineers of public works, agronomists, environmental experts and lawyers.

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