

# N I C O L A S   V I N C E N T

## PERSONAL DETAILS

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E-mail : nicolas.vincent01@gmail.com  
Situation : Married, 3 children  
Nationality : Belgian  
Date of birth : 31 December 1979

## PROFILE

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REAL ESTATE ADVISOR – INVESTMENT (OFFICE, RESIDENTIAL, RETAIL, NURSING HOME, STUDENT ACCOMODATION)  
REAL ESTATE EXPERIENCE OF 16 YEARS

## EMPLOYMENT

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### March 2014 - Now

Co-founder and Equity partner – BuyerSide (Belgium) / **Executive Managing Director** as from July 2018

BuyerSide ([www.buyerside.be](http://www.buyerside.be)) is a company advising private investors and individuals for their real estate acquisitions. BuyerSide identify, analyze, value and negotiate property deals on the side of the buyer only, providing the full range of services needed for a successful real estate acquisition.



### July 2016 – July 2018

#### Chief Investment Officer (CIO) – HOME INVEST BELGIUM

Home Invest Belgium is a Belgian listed real estate company, specialized in residential property for the letting market. Owner of a portfolio of over € 450 million, Home Invest Belgium also develops its own projects in order to ensure portfolio growth.



#### Achievements

- Purchase of an old office building (Jourdan 95) to AXA in order to develop a new residential complex composed of 55 units (land value > 5,5 M €);
- Acquisition of 241 + 47 units within the Center Parcs Port Zélande. Triple net lease of 15 years with Center Pars Pierre et Vacances (CPPV) - (2 transactions for a total amount > 50 M €);
- Acquisition of a private patrimonial company (Investers S.A.) owning 3 assets in Brussels (33 units for ± 5,5 M €);
- Acquisition of a residential building of 40 units through a demerger (“Scission partielle”) of VOP S.A.

#### Responsibilities

As manager and “dirigeant effectif” of the company, the CIO is in charge of the acquisition and sales team. The role of the CIO is to identify potential acquisitions (existing buildings or projects), to negotiate and present the feasibility analysis to the Investment Committee and Board of Directors for approval. The CIO is also responsible of the sale team for the “unit by unit” commercialization of part of the portfolio.

### October 2011 – July 2016

#### Associate Director – CUSHMAN & WAKEFIELD

Cushman & Wakefield is a global leader in property services offering end-to-end property solutions to occupiers, developers, property owners and investors around the world.



#### Achievements 2014-2015

- Sale of a residential building (33 units + retail) located rue Philippe de Champagne in the center of Brussels to a private investor;
- Sale of the Maurice Charlent 53 office building (± 4.600 m<sup>2</sup>) to a private developer. Analysis of reconversion into a student accommodation of 127 units followed by a (re)sale to an institutional investor (Home Invest Belgium) when the reconversion building permit was delivered;
- Acquisition for Fidelity of a retail complex located in Waterloo (H&M, Zara, etc.) for an investment volume of ± 23 M €;
- Acquisition of the Covent Garden building for Hannover Leasing (> 250 M €)
- Sale of a nursing home to an insurance company (investment volume of ± 25 M €);
- Sale of an office building of CBRE GI (Science 14) to a German investor for an amount above 30 M €;
- Sale of a nursing home and land for a residential development of 23 units (ongoing process).

#### Responsibilities

- Identification of investment products (office, residential, nursing home, student accommodation or retail), feasibility analysis and business plan, negotiation with investors and property owners, due diligence.

2002 – 2011



**Investment Manager/Equity partner – GVA Grimley (Brussels)**

GVA Worldwide ([www.gvaworldwide.com](http://www.gvaworldwide.com)) is an international organization of the world's leading regional independent commercial real estate services firms. GVA GRIMLEY (now GVA) ([www.gva.co.uk](http://www.gva.co.uk)) is part of the the UK's largest independent commercial property consultant.

Achievements

- Set up in collaboration with Dexia Bank of a private real estate fund "Dexia Immorent". The focus of the fund was to offer to the Belgian local authorities solutions for a long term optimization of their real estate assets;
- Public takeover bid (PTOB) in April 2007 of the real estate certificate "Chaussée de la Hulpe" known as the Glaverbel building by Europa Carbon S.a.r.l. ([www.europacapital.com](http://www.europacapital.com));
- Set up in co-arrangement with the Bank Degroof of a new quoted fund (Belgian REIT) investing mainly in the residential sector; portfolio of about € 150 M at the moment of the IPO ([www.aedifica.be](http://www.aedifica.be)).

Responsibilities

- Equity partner (shareholder of the Belgian holding company – GVA Finance)
- Identification of investment products – deal maker

September – December 2004



**Valuation internship – GVA Grimley (UK – London)**

Achievements & responsibilities

- Internship to acquire the specific valuation skills required in the UK.
- Delivery of valuation report to the client

2002 - CBRE



**Internship as Investment Analyst**

Achievements & responsibilities

- Development of a new valuation model;
- In-depth analysis of real estate projects (TBR tower, etc).

**EDUCATION**

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**2003 University of Brussels – Solvay Business School**

**ULB, Belgium**

Postgraduate Degree in Real Estate.



**2002 University of South Carolina (Columbia)**

**USC, South Carolina**

Exchange program in real estate and Business Administration (A).



**1999-2002 Catholic University of Louvain-La-Neuve**

**UCL, Belgium**

License in Business Administration (Great Honors).



**1997-1999 Catholic University of Louvain-La-Neuve**

**UCL, Belgium**

Candidate in Business Administration (Honors).



**1991-1997 College Cardinal Mercier**

**Braine-l'Alleud, Belgium**

Secondary School Certificate.



**KEY SKILLS / TRAINING / MEMBERSHIP**

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- Thesis : "Financial analysis of real estate operations and comparison of the different valuation methods"
- Business plan, DCF, IRR calculation, etc.
- Readings : various real estate books (Real estate Finance & Investments, etc)
- Perfect knowledge of Microsoft Excel, Outlook, Word, Power Point and Esimmo
- Member of IPI n° 505.230
- Member of the IAG Alumni association

**LANGUAGES**

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- French : mother tongue
- English : fluent
- Dutch : excellent basis

**INTERESTS**

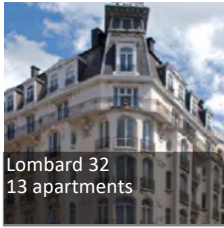
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- Golf (RWGC), Windsurfing, Water-ski, Tennis, Various trip around the world

## Appendix

### Track record

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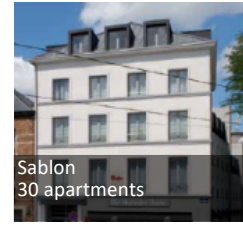
Lombard 32  
13 apartments



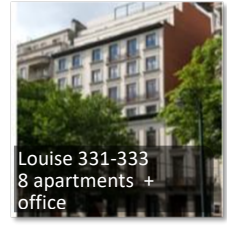
Tervueren 13 A/B  
3 apartments + office + retail



Auderghem 237-239-241-266-272  
21 apartments



Sablon  
30 apartments



Louise 331-333  
8 apartments + office



Place du Samedi 6-10  
24 apartments



Bataves 71  
3 apartments + office



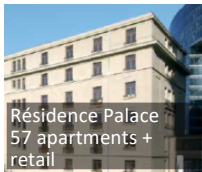
Tervueren 103  
6 apartments + office



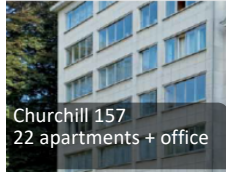
Louise Hap 128  
7 apartments



Rue Haute  
20 apartments + retail GF



Résidence Palace  
57 apartments + retail



Churchill 157  
22 apartments + office



Souveraine 5, 21-35, 39-45  
116 apartments



Arlon - Gauguin  
35 apartments



Louvain 710-732  
75 apartments

### Achievements 2014-2015

Philippe de Champagne  
(33 units + retail)



Maurice Charlent  
127 student rooms



Bruxelles 115 (H&M, Zara, etc.)  
(H&M, Zara, etc. ± 23 M €)



Nursing home  
(± 25 M €)



Covent Garden  
(> 250 M €)



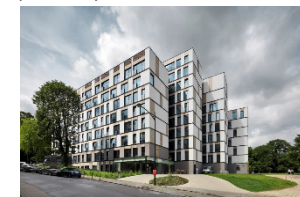
Science 14  
(> 30 M €)



F. Brunfaut  
(subject to building permit)



Nursing home  
(>20 M €)



### Achievements HIB

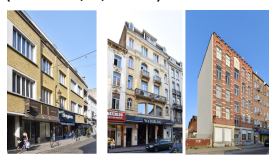
Jourdan 95  
(55 units - 5.456 m<sup>2</sup>)



Port Zélande – CPPV lease  
(241 + 47 units, ± 50 M €)



Investers  
(33 units, 5,5 M €)



Place de l'Amitié  
(40 units, 12 M €)



Jardins de la Cambre  
(sale of 28 units)



Bosquet/Jourdan  
(sale of 27 units)



Mélèze (Av de Calabre)  
(sale of 29 units)

