

Bringing life to Czech & Slovak Real Estate

FUND OF QUALIFIED INVESTORS

Content



Crowdberry Introduction	3
How We Make a Difference	4
Investment Track Record	5
Fund of Qualified Investors	7
Investment Strategy	8
Value-Add Examples	10
Key Investment Terms	12
Steps to Invest	14
Real Estate Track Record	15
Team Credentials	17
Governance & Oversight	19
Contact	21

Crowdberry Introduction



We are pioneering ways of investing in Czech and Slovak companies and in Real Estate

Crowdberry was established in 2015 when we launched our digital Investment Marketplace with the goal of connecting investors with innovative SMEs, startups and real estate seeking growth capital. We have offices in Prague and Bratislava employing around 30 professionals.

We have established CB Property Investors, a Fund of Qualified Investors focused on real estate, which is a regulated investment vehicle supervised by the Czech National Bank. This fund provides significant tax advantages for its investors. The strategy of the fund is primarily to invest in the Czech Republic and Slovakia in “Value-Add” real estate opportunities that deliver above-market returns for its investors.

We already manage an EU/SK sponsored fund with €23.2 million in equity called CB Growth One, which is operated through our CB Investment Management division. This fund focuses on new Slovak SMEs and startups with global potential.

Since our inception, we have raised over €50 million in equity capital for over 40 transactions, which has been deployed across a range of business segments. The final asset values of our investments are projected to be several times the initial equity invested.



How We Make a Difference



Trust

Crowdberry is an established, reputable and transparent investment platform with over 4,000 registered investors.



Business Pulse

Our daily interactions with a wide range of entrepreneurs and business sectors, together with our deep understanding of the trends impacting SMEs and startups, means we are close to the “heartbeat” of business.



Sourcing & Execution

The Crowdberry Investment Platform has successfully provided equity investments worth more than €50 million across 40+ separate opportunities.



Real Estate Experts

Our team comprises property professionals with impressive track records, with over 50 years of real estate experience and know-how.



We See Opportunity

Our real estate knowledge, approach to business and extensive network means we can source opportunities that are often not widely accessible to investors.

Investment Track Record



Over 40 companies and €50 million of equity capital investment under management.

Investing in different opportunities such as real estate, technology, pharma and e-commerce provides us with insights into the business dynamics of various sectors.



SME

Isadore Apparel

€ 1,200,000



SME

Malý Gazda

€ 550,000



STARTUPS

Sensoneo

€ 2,200,000



STARTUPS

AKULAR*

€ 1,050,000



STARTUPS

Ecocapsule

€ 2,750,000



STARTUPS

MultiplexDX

€ 1,120,000



REAL ESTATE

Last-Mile Logistics

€ 1,500,000



SME

Footshop

€ 4,000,000



SME

GymBeam

€ 6,000,000



CB Property Investors (CB PI) is a regulated Fund of
Qualified Investors monitored by the CNB.

Our goal is to deliver superior risk-adjusted returns to
investors through Value-Add real estate investments.

www.cbpi.eu

Investment Strategy



We are focusing on a “Value-Add” real estate investment strategy that targets an overall blended rate of return of above 10% p.a. to investors over the holding period (5-7 years) of their investment.

Value-Add

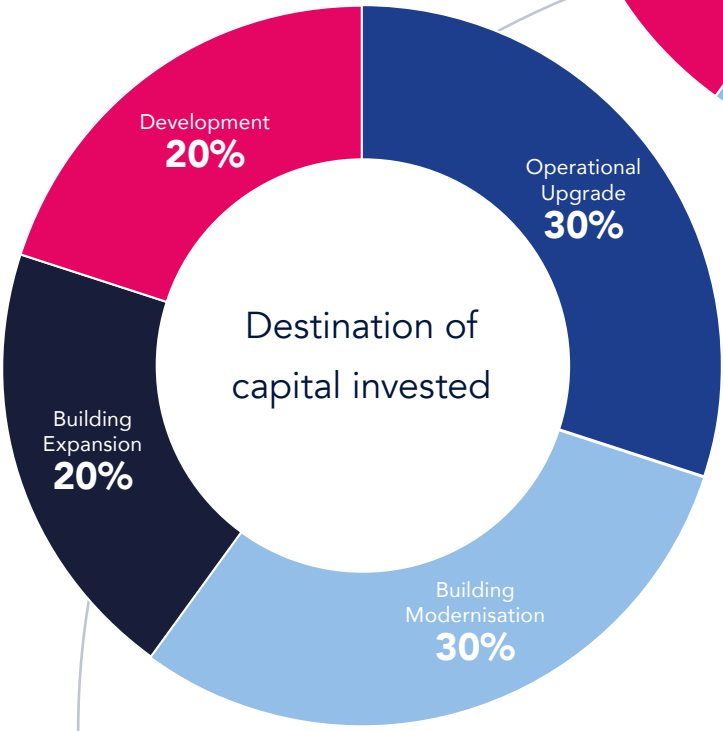
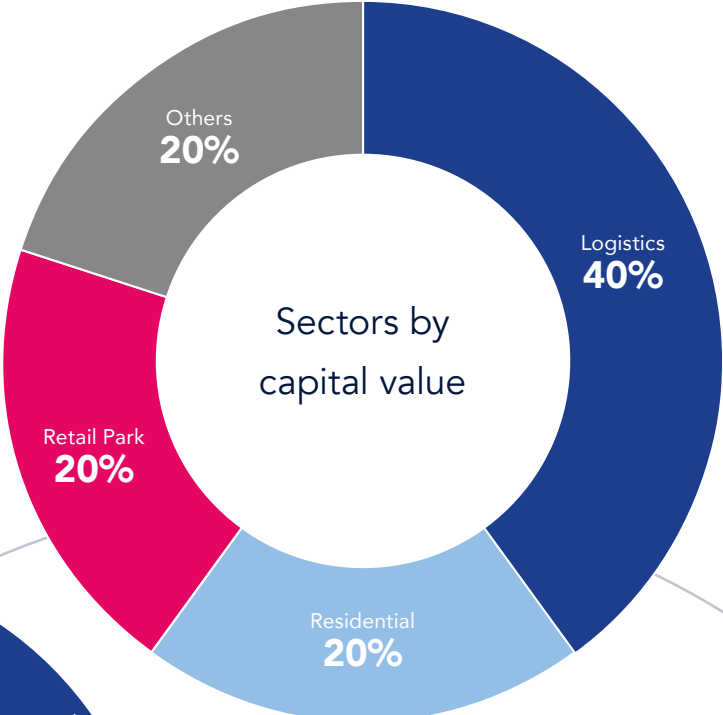
The acquisition of a property is only made if the business plan strategy can be supported with sound business principles and based on market data. In addition, one or more of the following characteristics should be present as part of the opportunity:

- Ability to increase the cash flow generated either by the lease-up of vacant areas, extending the lease agreement periods of existing tenants, and/or adding other revenue sources where possible.
- Ensure the ongoing relationship with existing tenants is of a high order and that occupiers in the building are supported in their business needs.
- Upgrading building operations (eg. reducing operating costs).
- Modernising the building eg. upgrading interiors, mechanical systems, building information systems and external areas.
- Where feasible, increasing the rentable area or changing the actual use of all or part of the building.

On a select basis, we will form a joint-venture partnership on specific development projects with a trusted partner who has a strong track record.

Structure of the fund

Expected composition of the real estate portfolio within 4 years



Value-Add Examples



Logistics Sale & Leaseback

PRAGUE

An opportunity to purchase a modern logistics warehouse of 10,000 m² and lease it back to the seller (a logistics operator) on a long-term basis. The transaction includes surplus land with all building permits in place that allow the construction of a further 4,000 m² of new warehousing.

- **Located:** Close to a major Highway
- **Equity Invested:** ca. €2.4 mil
- **Projected Return:** 17% p.a. on equity assuming sale after 5 years
- **Value-Add:** Off-market transaction with a fully permitted warehouse extension possibility at a key location

Value-Add Examples



Residential Redevelopment

PRAGUE

The project comprises the full reconstruction and expansion of an existing residential building into 20 apartments. The net result meaning the sellable area would increase from 1,600 m² to 1,800 m². New living space is being created in the attic level as well as the conversion of storage areas in the courtyard area to residential.

- **Located:** In a popular residential neighbourhood of a major city
- **Equity Invested:** ca. €2.3 mil
- **Estimated Return:** 13–15% p.a. on equity after 3 years
- **Value-Add:** Off-market transaction that involves the complete modernisation, changes to the internal layout and a change of use in the basement

Key Investment Terms



Initial Investment

Minimum investment of CZK 1 mil and is intended for experienced private investors and professional institutional investors.

Entry Fee

No entry fee will be charged to investors in 2021. Thereafter, up to 3% of the amount invested.

Taxation*

Individuals owning shares for min. 3 years – zero personal income tax on capital gains. Corporate income tax rate is 5% compared with the standard rate of 19%.

Fund Currency

Euro; shares may be purchased using Czech Crowns or Euros.

** Information valid for tax residents of CZ & SK as of 12/2021 and in the future may be subject to change. Investors should seek professional advice on their individual tax status*

Management Fee

Fees are only charged at the fund level. CZK 130,000 month. 1.2% p.a. of the average value of fund capital.

Performance Fees

0% up to 7% p.a. return no performance fee.
Above 7% p.a. Crowdberry receives a 20% share of the incremental return.

Early Redemption Fee

Sale of shares within the first 4 years is not permitted. Years 4-5 a share redemption fee of 25% is applicable. Years 5+ no redemption fee.

Valuation Frequency

Share price of the fund is evaluated on a quarterly basis.

**Successful investment is about
managing risk, not avoiding it**

— Benjamin Graham —

Steps to Invest



Indication of interest (non-binding)



Investment documentation & forms



Preparation of investment documentation



Signing of investment documentation



Issue of shares in CB Property Investors Fund

Real Estate Track Record



BRATISLAVA

Residential Development

- Development of 29 apartments & 41 car spaces, located in the wider city centre
- A joint venture with an experienced developer
- Positive statements received from both Bratislava City and the Ružinov Municipality Authority
- Investor Exit: 3 years
- Returns: 15%+ p.a.



NITRA

TRNAVA

Last-mile Logistics

- One newly built modern last-mile logistics facility and a second facility under construction
- Tenant: 10-year lease to Slovak Parcel Service on both facilities
- Total GLA: 2,600 m²
- Investor Exit: 2–4 years
- Returns: 10%+ p.a.

Real Estate Track Record



PIEŠŤANY

Retail Park

- Existing Retail Park in the city centre next to a Lidl supermarket
- Tenants: Pepco, Super Zoo and dm drogerie
- Total GLA: 1,455 m²
- Investor Exit: 2-3 years
- Returns: 11%+ p.a.



BRATISLAVA

Senior Home

- Development of a new elderly care and Alzheimer facility with 150 beds (Phase I) & expansion for another 100 beds (Phase II)
- Returns: The investment provides a stable dividend return not impacted by typical business cycles



Omar Sattar *Managing Director*

Over 26 years of real estate experience, a RICS qualified Chartered Surveyor (MRICS). Worked across the CEE region and held several senior roles such as Managing Director of DTZ, Colliers as well as Investment Director with Avestus Capital Partners. Currently serves as non-executive board member of CPI Property Group, one of the largest real estate companies in Europe. Transacted in excess of €2 bil in value across 25 separate deals.



Peter Bečár *Partner*

Over 20 years of experience in real estate and IT. Head of CEE at P3 Logistics Parks, a leading European Industrial Platform. Responsible for growing P3's industrial portfolio to 1.8 mil m2 with an asset value €2.5 bil and personally oversaw 25 development projects comprising 1 mil m2 across 4 countries.



Daniel Gašpar *Partner*

Responsible for Crowdberry's management, strategy and business development. Also focuses on growth capital investments in the SME sector. 15 years of experience in industry, acquisition consulting and investment banking. Worked at NIBC Bank in Germany, in Corporate Finance at Kaufman Bros in New York, as well as Daimler and BASF in Stuttgart and Ludwigshafen, respectively.



Martin Pleva

Investment Manager

18 years of experience in the banking sector with a focus on real estate financing. Leader of the UniCredit Real Estate Leasing division in Slovakia. At Erste Group was Head of Sales, responsible for financing activities of Immorent Slovakia. In 2013, established his own consultancy company dedicated to real estate and SME financing.



Samuel Frankl

Investment Manager

Over 7 years of experience ranging from real estate investments, corporate valuations and management consulting. Consultant at Innogy focusing on transformation projects. Co-founder of an online real estate debt finance platform. Valuation & Business modelling consultant at EY. Holds a Master's degree in Financial Economics from Erasmus University Rotterdam.



Jan Rovný

Investment Manager

Worked for Urban Developers and Investors where he was responsible for investments and financing of developer projects in CEE. At Patria, was involved in several acquisitions and sales of CEE companies. Responsible for the development of Profireal Group in Southeast Asia. As an advisor, oversaw two successful IPOs on Prague Stock Exchange.



Jan Kvarda

Investment Manager

Over 9 years of financial sector experience. Spent majority of career at KPMG's financial institutions audit department with PPF or EPH as clients. Worked for EY's transaction advisory team where he was responsible for financial due diligence. Among transactions, he worked on acquisitions by AXA Group, Equa bank, METRO and merger of Airbank and MONETA Money Bank.

Governance & Oversight



Key decisions are subject to investment committee approval and the fund reports to the Czech National Bank

Investment Committee



Omar Sattar
CB Property Investors



Peter Bečár
Crowdberry



Karolína Klapalová
Winstor

ČNB

Regulatory Body

CB SICAV

Fund

Crowdberry

Fund Founders

CB Property Investors

Sub Fund

ČSOB

Depository Bank

Winstor

Fund Administrator

BDO

Fund Auditor

Protect the investment instruments owned by the Sub-Fund, for keeping the Sub-Fund's assets in custody, and for keeping records of such assets.

Administer the Sub-Fund's assets, including investing on account of the Sub-Fund and management of investment-related risks.

Auditing the financial statement of the Sub-Fund pursuant to Section 187 of ICIFA; and issuing a statement whether the Sub-Fund's annual report is in accordance with its financial statement pursuant to Section 292 of ICIFA.

Contact



Omar Sattar

omar.sattar@crowdberry.eu

+420 602 363 705



Peter Bečár

peter.becar@crowdberry.eu

+420 723 400 123



CB Property Investors

Harrachovský palác, Jindřišská 939/20,

110 00 Prague

cbpi@crowdberry.eu

DISCLAIMER: This document was created purely for information purposes only and the CB Property Investors Sub-Fund is intended exclusively only for those persons fulfilling the definition of a qualified investor in compliance with Investment into a Sub-fund by private individuals and institutions in compliance with the Czech Republic Act No. 240/2013 Coll., on Investment Companies and Investment Funds. Accordance with Section 272 ZISIF. The return on any investment is not guaranteed and further information is provided in the fund's statute. This statute is available from the registered Fund Manager's office.



CB Property Investors

Harrachovský palác, Jindřišská 939/20,
110 00 Prague

WWW.CBPI.EU