

CONVERGENCE

We are a boutique investor developer in Central and Eastern Europe. We partner with regulated investment funds and private equity. Our objective is to deliver above market returns on commercial property.

About ConvergenCE

As experienced real estate professionals, we provide local investment and development expertise as well as asset, property and project management services to international standards. ConvergenCE uses its extensive investment and development experience to create collaborative partnerships with building owners based on alignment of interests.

We build mutually successful relationships through integrity and trust. Our objective is to use our expertise to increase the asset value and revenues from real estate assets. We take pride in the success of our partners, clients and employees.

History & Awards

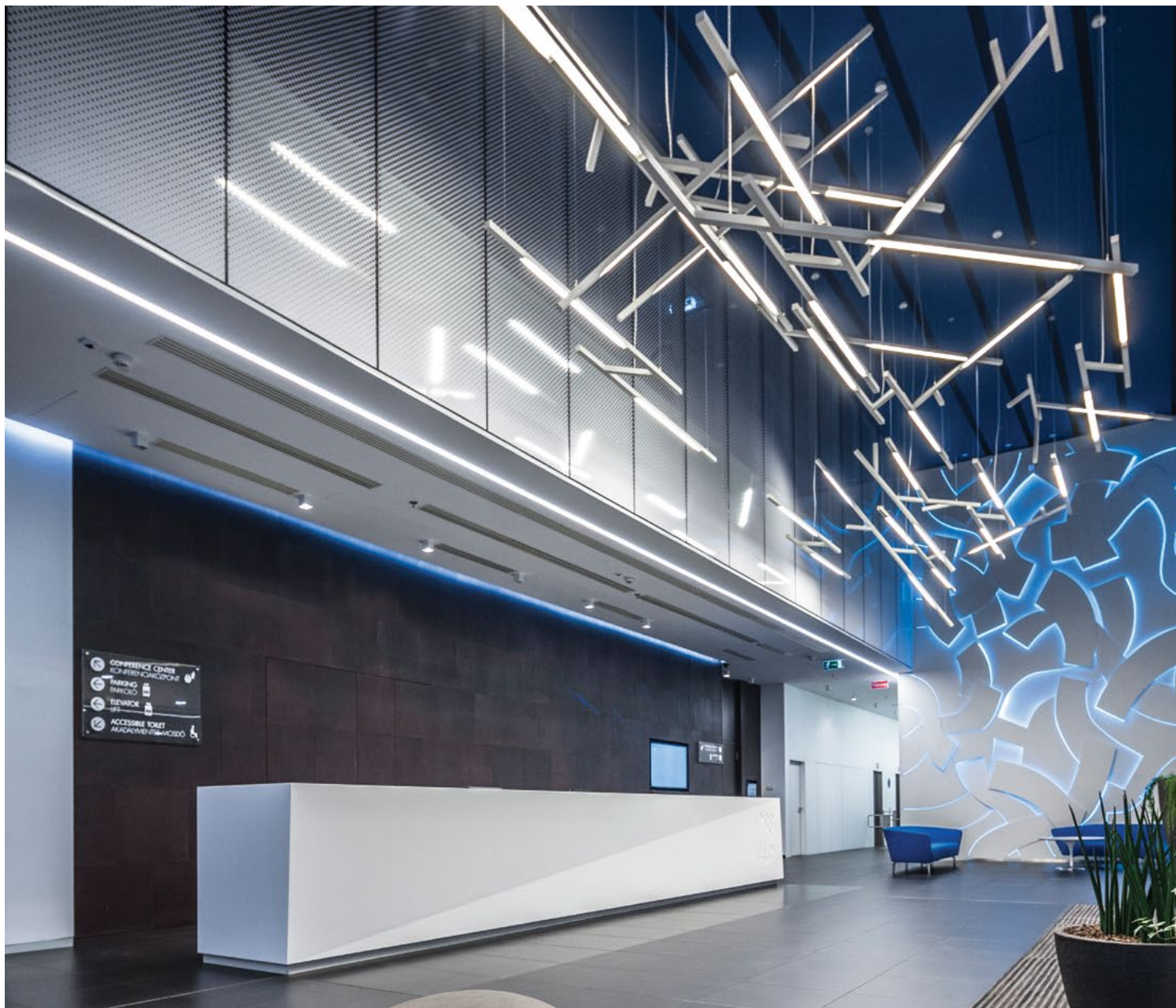
2020	CBC Office Building repositioned and rebranded as ZenGarden
2019	Purchase and redevelopment of CBC Office Building
2019	Purchase and repositioning of Árpád Center
2017	Kalvin Square, CityZen and Baross 52 office buildings sold
2016	Eiffel Square Office Building sold
2015	Advising TPG in the €250 million purchase of TriGranit Corporation
2015	Purchase of Calvin Square, Vaci út 37. and Baross u. 52. Commenced renovation, re-positioning and re-letting of the properties above
2012	Citypoint9 and Zala Park developments completed
2011	★ FIABCI Prix d'Excellence for Eiffel Square
2010	★ CiJ Best Overall Development Award for Eiffel Square
2010	Eiffel Square Office Building development completed and let
2009	EuroMiniStorage building construction management completed
2007	★ CiJ Best Overall Development Award for Park One
2007	Park One office building Bratislava developed, leased and sold for a record yield
2004	Established





Our expertise is in realising visionary commercial real estate projects through effective risk management to add sustainable long term value to real estate assets.

Budapest, Eiffel Square Office Building, double glazed insulated facade



*Experience, trust, loyalty,
commitment. These are the benefits we
bring to partnerships with building
owners and investors.*

Budapest, KPMG Office Building, lobby

Services

1_Investment

With in excess of €650 million of acquisitions and disposals experience in Central Europe, we can advise, manage and fulfill your purchase and sale or sale and leaseback objectives. We are consultants, not brokers. With our extensive corporate, structuring and development experience, we can add significantly to the strength of your negotiating team whilst relieving you of a lot of onerous transaction detail. As this full scope service is included in our acquisition or disposal fees, your overall time commitment and total transaction costs will be reduced.

2_Development

We build mutually successful relationships through integrity and trust. Our objective is to use our expertise to increase the asset value and revenues from real estate assets. We take pride in the success of our partners, clients and employees.

3_Asset Management

We work as an extension of our clients international asset management teams to manage and solve all local asset management issues. From providing local corporate services (management) and supervision of real estate holding companies and service providers to building and sustaining the tenant relationships necessary to maintain and grow your asset value, we provide a trustworthy and cost effective one stop shop to investment funds owning real estate assets in the region.

4_Project Management

We have successfully project managed in excess of 150,000 m² of commercial projects within the last 5 years. With over 15 years project management experience we have both an understanding of international contracting practices and an intimate knowledge of the strengths and weaknesses of local building contractors. From entire turnkey construction and project management to internal office, warehouse or retail fit out project management, we provide on time and on budget delivery of your building project.

5_Property Management

After no third party property managers were able to reach our high expectations, we established our own property management team in house. As an extension of our Asset Management services, we realised that a holistic approach combining property management, tenant relationship management, marketing and leasing added the most value to our own real estate assets. We aim to provide high value, 5 star property management to a select group of experienced investors who recognise the „value add” potential of our services.

Management



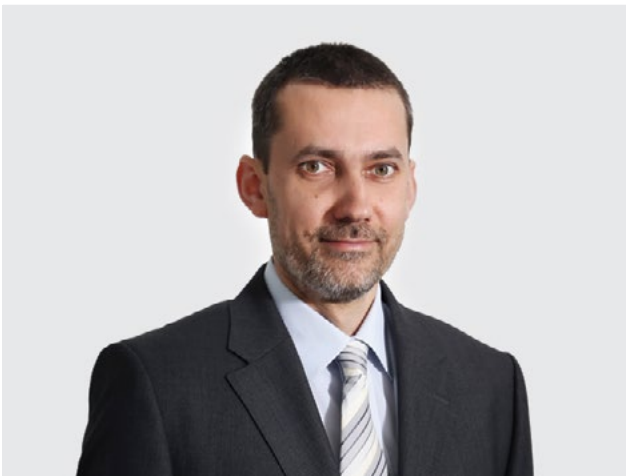
Alan A. Vincent M.R.I.C.S.
Director

Alan is a real estate pioneer in Central Europe having been based in Vienna and Budapest for over 24 years. He founded ConvergenCE in 2004.



Csaba Zeley
Managing Director

Csaba has over 20 years real estate experience and has been instrumental in managing the real estate assets of ConvergenCE.



Gábor Kovács
Head of Project Management

Gábor is a chartered civil engineer with over 21 years of project management experience. Since his joining to ConvergenCE in 2010 he has been involved in managing more than €200 million worth of projects.



Bernadett Zádori
Head of Property Management

Bernadett is an experienced professional who has been active in the commercial real estate market for more than a decade and a half, having previously also worked in office leasing and asset management, gaining extensive knowledge in many key areas of the industry.



*We are a partner, not just a
service provider. The difference is
that we share risk and success.*

Budapest, Kálvin Square Office Building, lobby - green wall

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