



Budapest, ACADEMIA Offices, traditional wing lobby

CONVERGENCE

As experienced real estate professionals, we help our investors identify successful commercial real estate investment opportunities and **maximize investment** returns by providing the **best level of service** in every aspect of our work.

Our goal

To be the best 'value add' commercial real estate investment advisory and asset management in Hungary.

Our values

EXCELLENCE | KNOWLEDGE | INTEGRITY | MOTIVATION | TEAM SPIRIT

History & Awards

- 2023** ★ ACADEMIA won the „Refurbished Office Building of the Year Award” by Office of the Year
- 2022** Purchase of ACADEMIA office building, Future Project of the Year Award with Europa
- 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 Kalvin 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

€250 million
invested in commercial
real estate since
2004

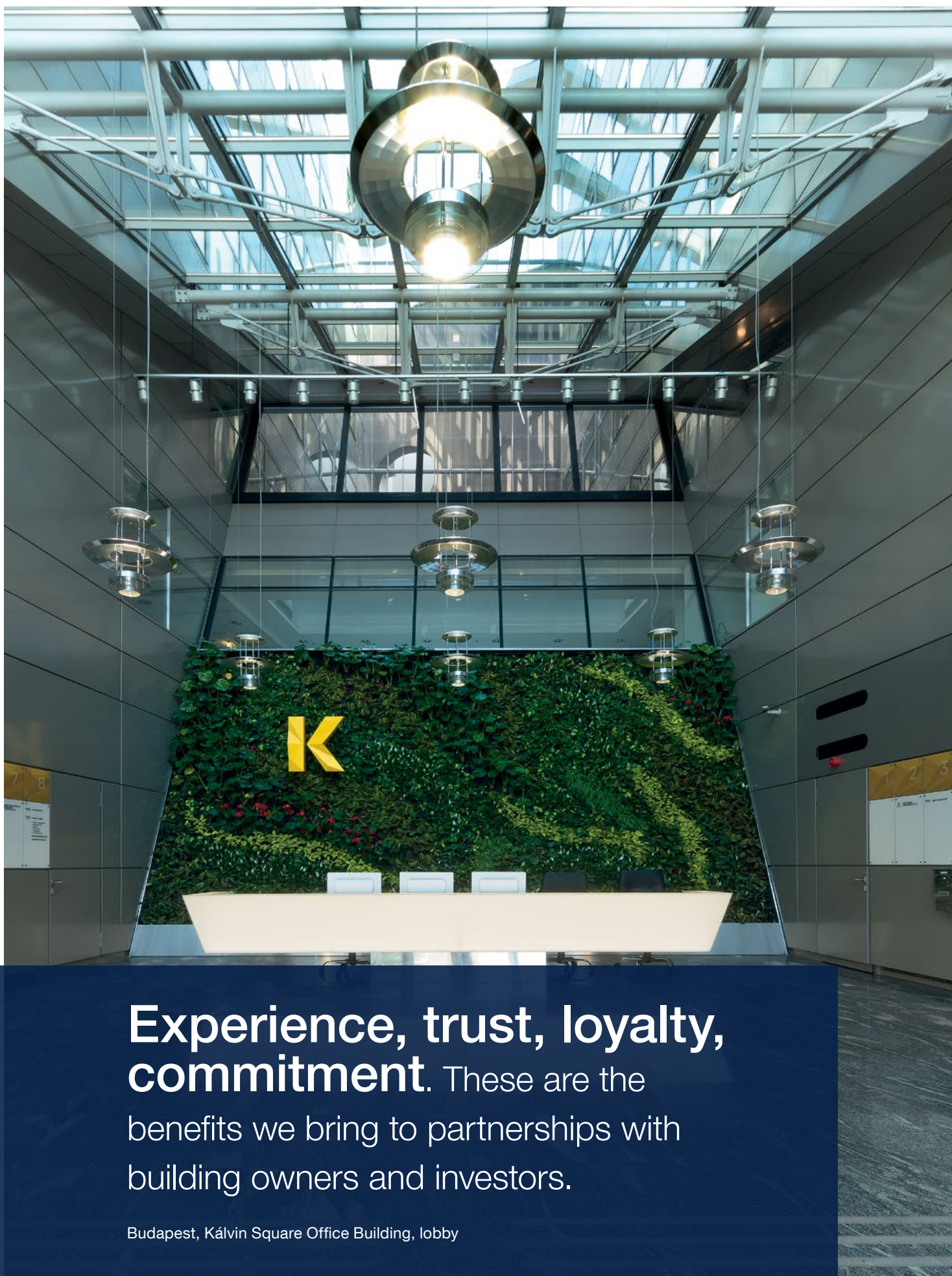
200,000 m²
office, retail & industrial
area developed

€750 million
worth of transactions
created and managed
by CCE



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, ZenGarden internal courtyard



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

Budapest, Kálvin Square Office Building, lobby

Services

1_Investment

With in excess of €750 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 identify the best located but neglected commercial property then define and execute effective re-positioning concepts designed to revive, reinvigorate and extend the life of the asset based on the latest occupational trends.

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_Leasing Management

We identify and qualify prospective tenants with the help of our extensive market knowledge and strong network. Our team manages new leases and extensions, expansions. We build mutually successful relationships with a long-term lease strategy.

5_Project Management

We have successfully project managed in excess of 200,000 m² of commercial projects. With over 20 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.

6_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.
Non-executive Director

Alan is a real estate pioneer in Central Europe having been based in Vienna and Budapest for over 30 years. He founded ConvergenCE in 2004. He acts as Board advisor to ConvergenCE and international RE investors such as TPG Europe LLP.



Csaba Zeley
Managing Director

Csaba has 25 years of real estate experience. He has seen many sides of the property industry and participated in numerous projects. Since his arrival, he has been instrumental in managing the real estate assets and business operations of ConvergenCE.



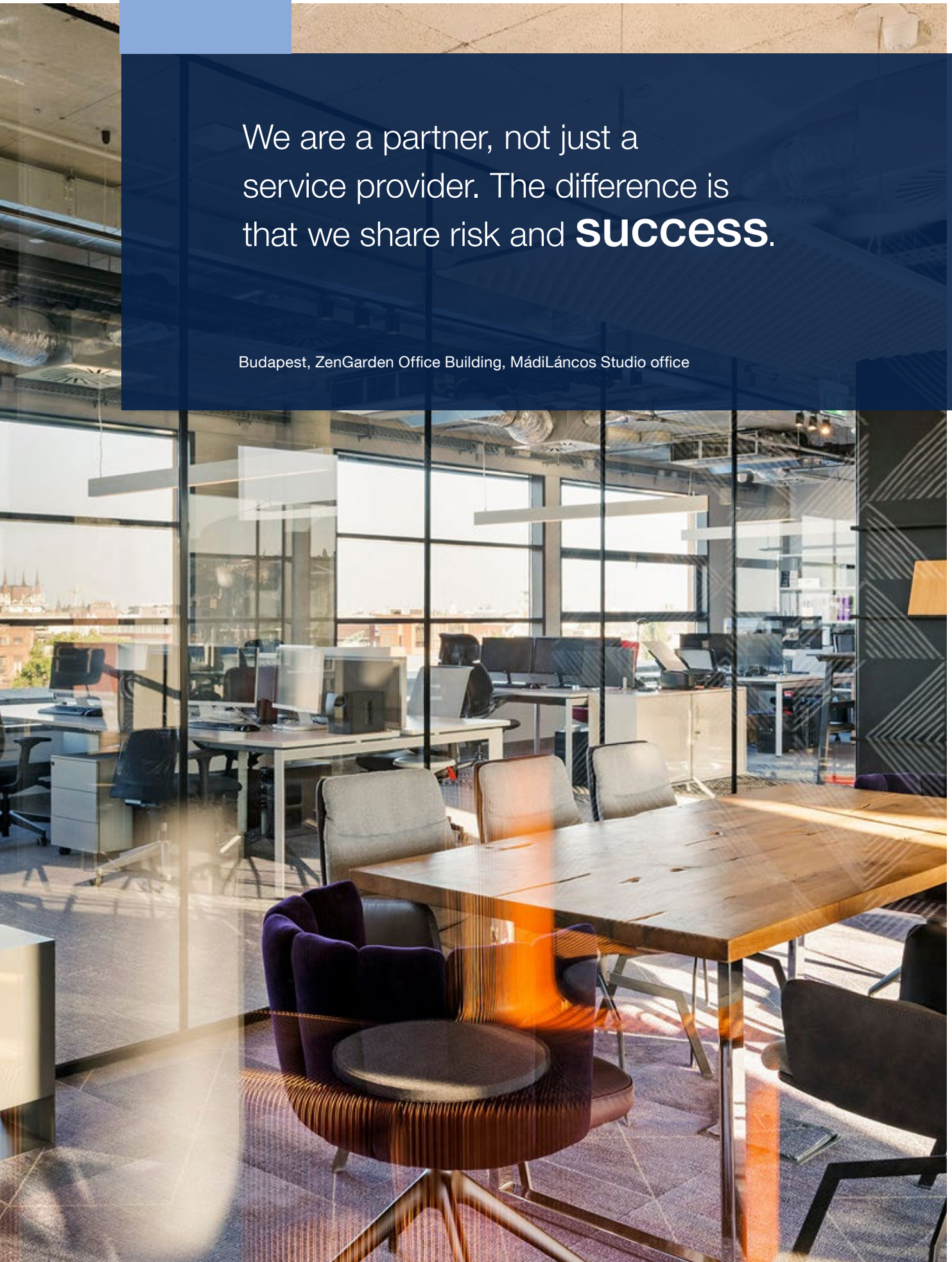
Gábor Kovács
Head of Project Management

Gábor is a chartered civil engineer with over 28 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.



Dóra Papp-Vas
Leasing Director

Dóra joined ConvergenCE in 2010. Previously, she worked as leasing director at AIG/Lincoln for over 6 years and worked in different fields including office, industrial and retail. She has 20 years of experience working with foreign management, clients and investors.



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

Budapest, ZenGarden Office Building, MádiLáncos Studio office



Our goal is to be the best **‘value add’** commercial real estate investment advisory and asset management in Hungary.

Budapest, CityZen Office Building, lobby

Management



Balázs Kovács
Financial Director

Balázs is the leader of the ConvergenCE finance team. With more than 17 years of professional experience, he brings expertise and dedication to the financial success of the company and its clients.



Gellért Berkes
Head of Property Management

Gellért has nearly 15 years of professional real estate experience. His goal is to optimize operating expenses and increase tenant and investor satisfaction with a strong dedication and ownership attitude.



Zoltán Ligetvári
Investment Director

Zoltán has nearly 20 years of expertise in commercial investment. His most important responsibilities are to manage our existing investors and expand their numbers as well as personally leading acquisitions and disposals.



We identify the **best located** but neglected commercial property then define and execute effective re-positioning concepts designed to revive, reinvigorate and extend the life of the asset based on the latest occupational trends.

Budapest, Kálvin Square Office Building, Trax Retail office

CONVERGENCE

ZenGarden Office Building

H-1027 Budapest
Horvát utca 14-26.

tel.: +36 1 225 0912

office@convergen-ce.com

Key references:



20

The graphic features a large, dark blue "20" on the left. To its right, the text "YEARS OF SUCCESSFUL SERVICE PROVISION" is displayed in a bold, sans-serif font. "YEARS" is in orange, while "OF SUCCESSFUL SERVICE PROVISION" is in dark blue. The background is a light gray, semi-transparent image of a classical building facade with arches and columns.

YEARS OF SUCCESSFUL
SERVICE PROVISION