



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
2021	Árpád Center Office Building sold
2020	CBC Office Building repositioned and rebranded as ZenGarden
2019	Purchase and redevelopment of CBC Office Building
2019	Purchase and repositioning of Árpád Center
2018	Investor of the Year Award – Europa Capital LLP
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 Volksbank office assets with Europa Fund IV
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

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€250 million  
invested in commercial  
real estate since  
2004

200,000 m<sup>2</sup>  
office, retail & industrial  
area developed

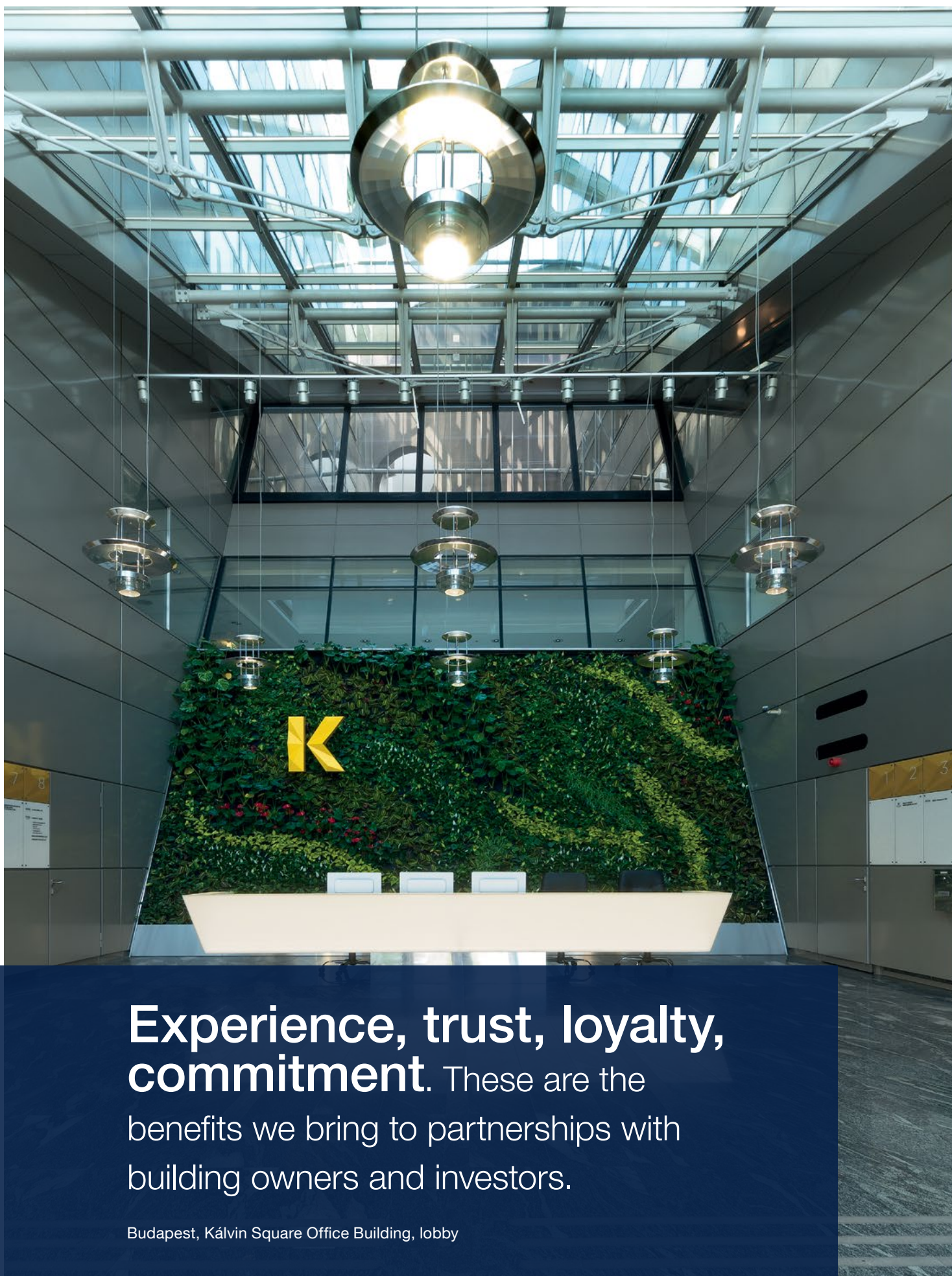
€750 million  
worth of transactions  
created and managed  
by CCE

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 m<sup>2</sup> 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.



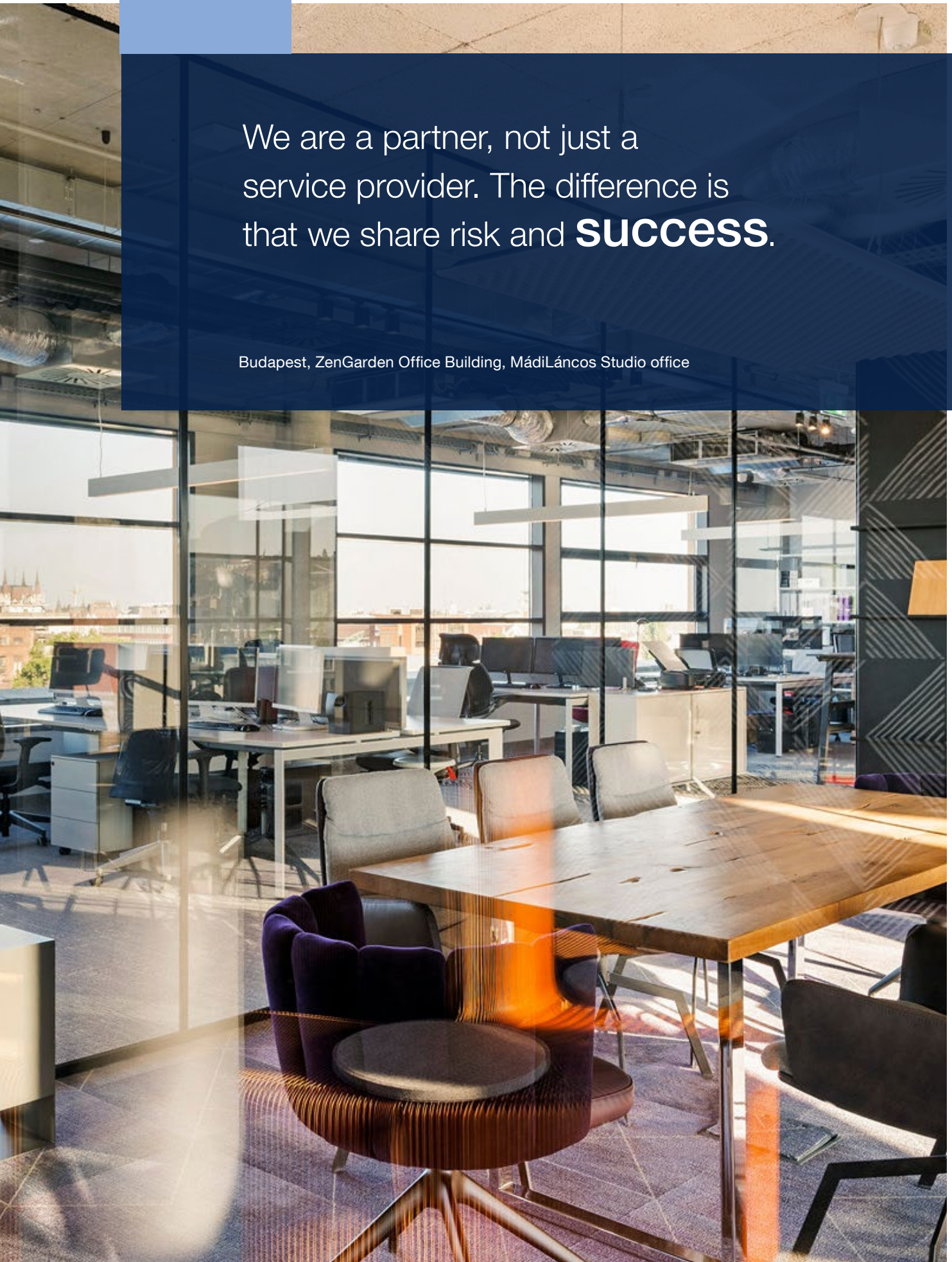
**Gábor Kovács**  
Head of Project Management

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.





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Budapest, Kálvin Square Office Building, Trax Retail office



## CONVERGENCE

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Key references:



**20**

**YEARS OF SUCCESSFUL  
SERVICE PROVISION**