



# Convergence



With over 20 years of extensive experience in commercial real estate, we guide investors toward **high-yield opportunities** and strategically **maximize portfolio performance.**



ACADEMIA lobby

# Our goal

Our mission is to continuously strengthen our position as **Hungary's leading boutique commercial real estate investment advisor and asset manager**, focused on long-term value creation.

**EXCELLENCE**

**RESILIENCE**

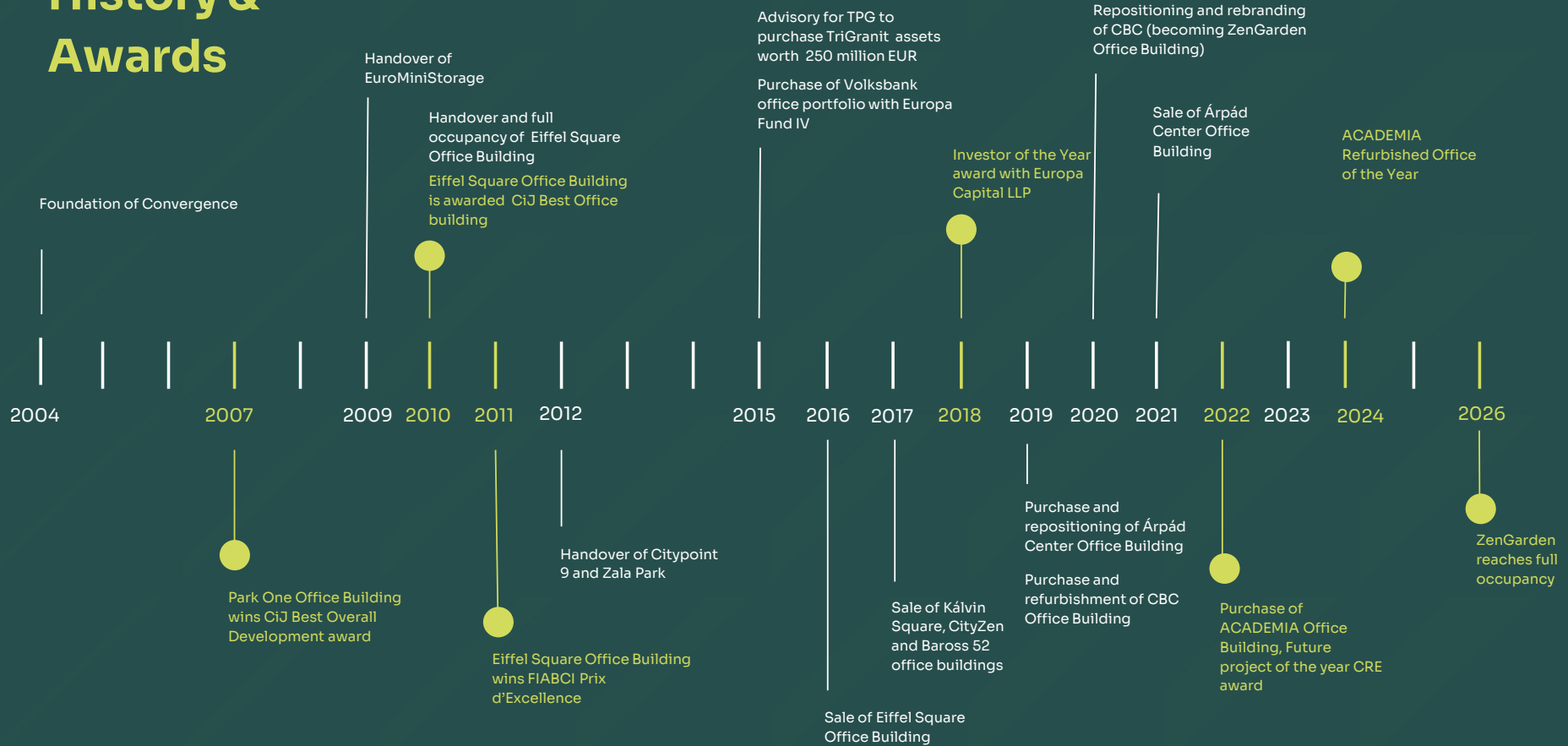
**INTEGRITY**

**VALUE  
CREATION**

**PROFESSIONALISM**

**TEAM SPIRIT**

# History & Awards



€250 million

Invested in commercial  
real estate since 2004

200,000 m<sup>2</sup>

Office, retail & industrial space  
developed

€750 million

Worth of transactions created  
and managed by Convergence

We create **sustainable, long-term value** in our commercial real estate portfolio through disciplined risk management and **resilient** development strategies.



ZenGarden inner garden

# Services



## Leasing

We leverage market expertise and a strong network to select ideal tenants, manage all lease activities, and deliver long-term, partnership-oriented leasing solutions. By combining strategic market analysis with proactive tenant engagement, we optimize occupancy, strengthen tenant retention, and maximize asset performance. Our team handles every aspect of the leasing process—from new agreements and renewals to expansions—ensuring transactions are smooth, transparent, and aligned with both investor and tenant objectives. We create leasing strategies that not only enhance current revenue streams but also position properties for sustained growth and long-term success.



## Development

We identify well-located yet underutilized commercial assets and reposition them through market-driven concepts aligned with the latest occupier trends, sustainably enhancing their value and extending their lifecycle. By integrating sustainability, tenant-centric design, and efficient operational solutions, we not only increase immediate returns but also create long-term resilience and attractiveness in the market. From concept development to execution, our multidisciplinary team ensures that every project maximizes potential, mitigates risks, and delivers measurable value for investors and tenants.



## Asset Management

Acting as an extension of our clients' international asset management teams, we provide comprehensive local support—from corporate management and oversight of property-owning entities and service providers to building and maintaining the tenant relationships essential for sustaining and growing asset value. We also support local, non-real estate-focused professional asset managers who require specialised expertise. For investment funds with real estate holdings in the region, we offer a reliable, cost-effective, fully integrated “one-stop-shop” solution across local markets.

# Services



## Investment

With a track record exceeding €750 million in transactions, we advise on acquisitions, disposals, and sale & leaseback structures. Our advisory approach—distinct from brokerage—combines institutional insight and development expertise to drive negotiations, manage complexity, and ensure aligned interests through a cost-efficient, integrated model. We identify value-enhancing opportunities, mitigate risks, and optimize financial outcomes for our clients. Through proactive market analysis, rigorous due diligence, and a collaborative approach, we deliver tailored solutions that maximize asset performance, unlock hidden potential, and support long-term portfolio growth.



## Project Management

With extensive experience spanning 200,000 sqm of development and over 20 years in project management, we execute turn-key projects across retail, industrial, and office sectors, delivering predictable results within agreed budgets and timelines. By integrating innovative design, sustainable construction practices, and attentive risk management, we create environments that not only meet today's needs but also anticipate future growth. From concept to completion, we focus on seamless collaboration, transparent communication, and efficiency at every stage, ensuring that every project reflects our commitment to excellence, reliability, and long-term performance.



## Property Management

Driven by high expectations, we established our in-house property management team. By taking a hands-on approach, we ensure consistent quality, proactive problem-solving, and seamless communication with tenants and stakeholders. Our team leverages data-driven insights, market expertise, and tailored strategies to enhance operational efficiency, strengthen tenant satisfaction, and drive long-term performance. Through this holistic, vertically integrated approach, we transform each property into a well-managed, high-performing asset that delivers sustainable returns and supports the broader objectives of our investors.

**Expertise, reliability, value creation**  
and **commitment** – the foundations of  
the value we deliver to property  
owners and investors.



## Management

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

**Founder**

Alan is a leading pioneer of the CEE real estate market, bringing over 30 years of experience in Vienna and Budapest. Founder of Convergence (2004).



### Csaba Zeley

**Managing Director**

Csaba brings almost 30 years of real estate experience and plays a key role at Convergence, overseeing the company's portfolio and business operations.



## Management

A portrait of Gábor Kovács, a middle-aged man with a grey beard and mustache, wearing a dark suit, a light-colored striped shirt, and a patterned tie. He is standing with his arms crossed against a dark teal background.

### Gábor Kovács

#### Head of Project Management

Gábor, a chartered civil engineer, has over 30 years of project management experience and has overseen projects worth more than €200 million since joining Convergence in 2010.

A portrait of Dóra Papp-Vas, a woman with long, wavy brown hair, wearing a dark blue top. She is smiling and standing with her arms crossed against a dark teal background.

### Dóra Papp-Vas

#### Leasing Director

Dóra has been with Convergence since 2010. She brings nearly 25 years of leasing experience across office, industrial and retail sectors working with international clients and investors.

A portrait of Balázs Kovács, a man with short brown hair and a light beard, wearing a dark suit, a white shirt, and a dark tie. He is standing with his arms crossed against a dark teal background.

### Balázs Kovács

#### Financial Director

Balázs brings over 17 years of professional experience, contributing to the financial performance of the company, its assets, and investors.

## Management

### Gellért Berkes

#### Head of Property Management

Gellért brings nearly 15 years of property management experience, focusing on cost optimisation and maximizing tenant and investor satisfaction.



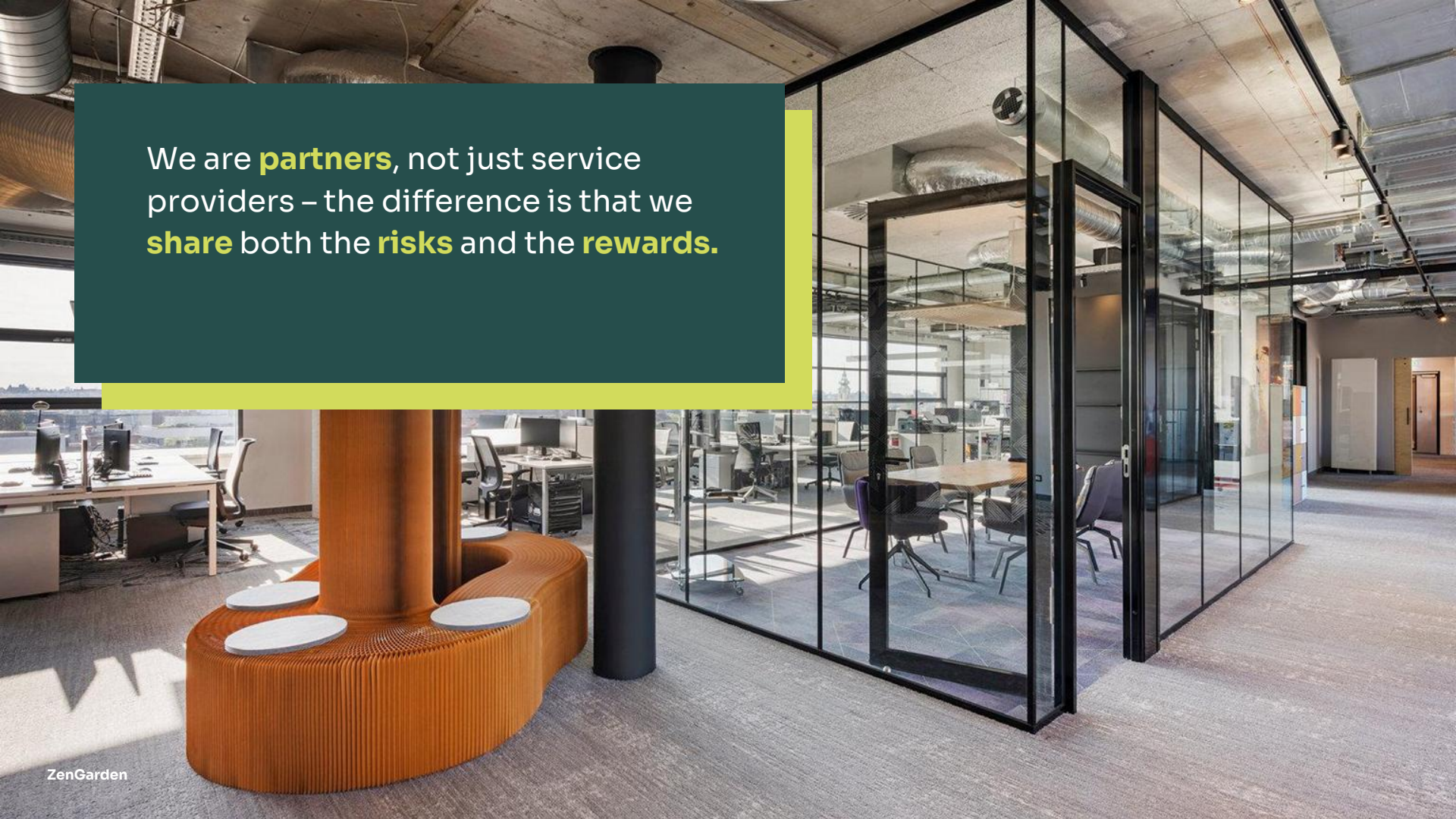
### Zoltán Ligetvári

#### Investment Director

Zoltán has nearly 20 years of experience in commercial real estate, focusing on managing investor relationships, leading acquisitions, disposals and providing investment advisory services.



We are **partners**, not just service providers – the difference is that we **share** both the **risks** and the **rewards**.



# Our Investors And Partners



hbreavis



INVESTUM

J.P.Morgan



„Our properties with ConvergenCE are always managed with a high level of quality, professionally and to our and our tenants' complete satisfaction”

-Christoph Schuster, KGAL



„Our relationship with ConvergenCE goes back two decades and has always resulted in unique, high quality developments.”

-Robert Martin, Head of Investments, Europa



„Market changes require us to remain open, and it's reassuring that ConvergenCE has been flexible in accommodating tenant needs.”

-Kristóf Ferenczi, Firm Managing Partner, Kinstellar



"... All technical and operational issues are being handled proactively in the background without disturbing our daily work. We feel that the building operation and management is under control and we as tenants are well served here..."

- Dávid Erdős, HR and Office Manager, Dealogic

Our objective is to identify **well-located**, underutilised commercial properties and enhance their value and lifespan through **sustainable**, comprehensive refurbishment and **repositioning**.





# Convergence

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