

# GRIFFIN

CAPITAL PARTNERS





# THE LEADING INVESTMENT AND ASSET MANAGER

The most active and innovative investor  
in private equity and real estate in CEE

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# EUR 8+ BN

gross asset value across 16 platforms

# GRIFFIN CAPITAL PARTNERS

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Griffin Capital Partners is the largest privately-owned investment and asset manager in private equity and real estate in CEE, and the most active and innovative investor in the region. It is a recognized leader in the private equity and real estate sector, originating and introducing innovative concepts and formats to the market. With a strong track record and extensive private equity and real estate know-how, it is a one-stop-shop for international investors willing to invest in CEE and other selected Western European markets. Partners at Griffin have a long and successful track record of investing and asset managing in Europe and the US.

The Company invests and manages its investment platforms on behalf of both its owners & Managing Partners, Maciej Dyjas & Nebil Şenman, and its renowned international investors and strategic partners.

Griffin Capital Partners' strategy is to start platform companies from scratch or acquire and develop them to become best-in-class market leaders. This is achieved by implementing appropriate strategies and strong management teams to build their value through organic growth, transforming them into leaders on their markets.

The gross asset value of Griffin-managed investments across sixteen different platforms exceeds EUR 8 billion with a total invested equity of over EUR 3.5 billion.

# TRENDSETTER

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**Griffin has built up an influential presence in CEE and other selected Western European real estate markets as an active cross-sector investor, introducing revolutionary concepts:**

- the first WSE-listed office platform – Griffin Premium Real Estate
- the first JSE-listed pure yielding retail platform – EPP
- the first pure yielding logistics platform – European Logistics Investment (ELI)
- a network of privately-owned student housing – Student Depot
- Poland's first PRS platform – Resi4Rent
- a non-banking platform to finance real estate developers – Griffin Property Finance
- contributing to the energy transformation – acquiring market leading renewable companies PAD RES and Hymon

# ONE-STOP-SHOP

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For international investors willing to invest in Poland, Griffin Capital Partners has ongoing strategic partnerships with some of the most renowned international investors such as Ares Management Corporation, Bridgepoint, Kajima Corporation, Madison International Realty, Oaktree Capital Management, Pacific Investment Management Company (PIMCO), Redefine Properties, and WING

# UNIQUE COMBINATION OF PRIVATE EQUITY AND REAL ESTATE KNOW-HOW

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- Griffin Capital Partners is composed of a large & experienced team of top-class specialists with deep experience in the real estate, private equity, capital investment and banking sectors
- In 2022 the rebranding to Griffin Capital Partners took place, to better reflect the Company's broader scope over recent years, and its recognised leader role in private equity and real estate in the region



# ARCHITECT OF SIGNIFICANT DEALS

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**2023** Griffin, together with Kajima Europe, acquires a 70% stake in Hymon - one of the leaders in the Polish PV installations and heat pump sector

**2023** Griffin and Redefine Properties acquires Stokado, one of the largest self-storage operators in Poland

**2023** Griffin, together with Wing, acquires 60% stake in Bauwert AG, one of the leading and most recognized German real estate developers, which marks an important milestone for Griffin and WING's presence on German market

**2022** Griffin, together with Madison International Realty, forms International Industrial Properties (IIProp), a logistics platform focusing on investing in industrial and logistics space in key European markets

**2022** HORSE investment platform, a joint venture between Redefine Properties and PIMCO is set up. Griffin acts as Transaction Manager and supports Horse JV investors in their further operation

**2022** Griffin acts as a transaction manager and advisor to EPP in the sale of a 70% stake in Towarowa 22 to the AFI Europe fund. The total value of the plot located in the heart of Warsaw exceeds EUR 180 million

**2021** Life Spot, a PRS platform offering affordable apartments for rent in mid-sized and large cities across Poland, is initiated together with Ares

**2021** Griffin and Kajima announce a joint venture to finance and develop renewable energy projects located in Poland and acquire a 72% stake in PAD RES, a leading developer in the clean energy sector

**2020** Griffin and Ares Management Corporation acquire majority stake in Murapol S.A.

**2019** Griffin and Kajima Europe acquire Student Depot from Oaktree Capital Management in a transaction worth over EUR 60 million

**2019** Griffin Real Estate, on behalf of its investors, PIMCO and Oaktree Capital Management, sells a 56% stake in Echo Investment to WING. Griffin remains co-investor and co-manager, holding a 66% stake in Echo after a public tender together with WING

**2018** Griffin, together with PIMCO and Echo Investment, sets up Resi4Rent – the largest housing for rent platform in Poland, with a portfolio target of over 10,000 units

**2018** Griffin establishes, together with Redefine Properties, a leading logistics platform — European Logistics Investment

**2018** Acting as the deal manager and co-investor, Griffin executes the take-over of the M1 portfolio, comprised of 28 retail properties. The value of the deal is around EUR 1 billion

**2017** Griffin Premium R.E. —the first Polish office REIT listed on the WSE, with a GAV of over EUR 0.7 billion, grows to over EUR 1.2 billion within 2 years. The IPO is the second largest offer recorded on the market that year

**2017** Griffin's partners lead the acquisition of ITK (today AVENGA), a software engineering platform operating in the US, Germany, Poland, Argentina and Ukraine with some 3,500 IT specialists focusing on healthcare, banking and insurance verticals

**2016** Griffin together with Bridgepoint purchases SMYK Group

**2016** Partners of Griffin lead the acquisition of Proservice, a leading Polish tech-driven BPO provider serving the investment fund, insurance and banking industries in Germany, Luxembourg and Poland

**2016** Griffin leads a record deal, establishing EPP as a spin-off from Echo Investment and attracting a new investor, Redefine Properties. EPP - the first purely Polish retail REIT listed on the Johannesburg Stock Exchange and Luxembourg Stock Exchange, with GAV of EUR 1.2 billion, grows to EUR 2 billion within 2 years

**2015** Griffin, along with its partners PIMCO and Oaktree Capital Management, takes over the biggest Polish developer Echo Investment in the largest real estate transaction in CEE and the largest transaction in Europe recorded that year

# STRATEGIC INVESTORS

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# ACTIVELY MANAGED INVESTMENT PLATFORMS

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**ECHO**  
investment

  
**BAUWERT**  
AKTIENGESELLSCHAFT

 **MURAPOL**

  
**Resi 4 Rent**

**LifeSpot**

**Student Depot**

 **EUROPEAN LOGISTICS  
Investment**

**IIPROP** INTERNATIONAL  
INDUSTRIAL  
PROPERTIES

  
**TRADEMARC**

 **SEPP**

**HORSE**

 **STOKADO**  
SELF STORAGE

 **GRIFFIN  
PROPERTY  
FINANCE**

**PAD | RES**

 **Hymon**

  
Cały dla małych!

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**SOURCED  
AND PASSIVELY  
HELD INVESTMENT  
PLATFORMS**

 **CORNERSTONE**  
VENTURE PARTNERS

 **Avenga**

 **ProService  
Finteco**



## ECHO INVESTMENT

The biggest Polish developer in the office, commercial and residential real estate sectors listed on the Warsaw Stock Exchange.

Echo Investment has completed over 200 projects with a total area of over 2,000,000 sqm located in an array of Polish cities. In 2015, Griffin, together with Oaktree and Pimco, conducted a transaction for the purchase of a majority stake in Echo Investment.

In 2016, an agreement between Echo Investment and Redefine was concluded. Redefine Properties acquired a majority of shares (75%) in Echo Prime Properties (now EPP), controlling all yielding commercial assets of Echo Investment, with a value of EUR 1bn.

The remaining 25% of shares remained with Echo Investment.

In late 2019 Wing, Hungary's leading real estate company, together with Griffin and its affiliates, finalized the acquisition of a 56% stake in Echo Investment followed by the additional acquisition of its 10% stake via a public tender.

Griffin Capital Partners remains a co-investor and co-manager, holding a 66% stake together with Wing.

**BAUWERT**

AKTIENGESELLSCHAFT

## BAUWERT

Bauwert AG is one of the leading and most recognized German real estate developers, with focus on Berlin and its surroundings. The company delivers high-quality residential assets for rent and for sale as well as innovative A-class office projects with ESG as a focal point to meet ever growing expectations of tenants and investors.

Since its foundation in 1983, the company has completed more than 330 projects and constructed over 2 m sqm with development volume of over EUR 4.5 bn, out of which more than 70% was realized on Bauwert's home turf in Berlin. Currently the company has secured a pipeline of projects whose gross development value exceeds EUR 2.5bn.

In Q4 2022, WING Group, as the majority shareholder, and Griffin Capital Partners, signed a deal for the acquisition of a 60% shareholding in the company. The remaining 40% remains in the ownership of the existing shareholders. The transaction was closed in April 2023.







## MURAPOL

Murapol is one of the largest and most experienced residential developers in Poland, active on the Polish market for over 22 years. Since its inception, until the end of 2022, the company carried out 78 multi-stage residential investments, in which 380 buildings were constructed, containing over 24,700 apartments.

Murapol has a well-diversified landbank in both larger agglomerations, such as Warsaw, Cracow, Wroclaw, Poznan, Lodz and the Tri-City, as well as smaller towns with a large potential for housing development activities. The company focuses on the broadest, affordable segment of the residential market. Thanks to its uniquely integrated business model, the company consistently delivers strong cashflow and high margins.

Since Q1 2020, a majority stake of the company has been owned by a joint venture between a fund managed by the Real Estate Group of Ares Management Corporation and Griffin.



## Resi 4 Rent

### RESI4RENT

R4R was the first PRS platform in Poland. With 3,000 units in operation, 3,700 units under construction, and approximately 2,800 apartments at an advanced permitting stage and coming online in the next 18-24 months, it is the largest institutional rent operator and PRS developer on the Polish market. The platform's target is to manage 10,000 units. Resi4Rent is owned by PIMCO, Echo Investment and Griffin Capital Partners, which additionally acts as asset manager.

The R4R platform as the first of its kind in Poland is present across the whole country with established presence in Warsaw and key regional cities (Cracow, Wroclaw, Tri-City, Poznan, Lodz).

Griffin Capital Partners on behalf of the Investors has set up the platform from scratch and catalysed its growth into a dynamic enterprise which currently employs approximately 65 FTEs.



# LifeSpot

## LIFE SPOT

Life Spot offers affordable apartments for rent in large and medium-sized cities across Poland.

The platform currently operates 1,362 units in Warsaw, Gdynia, Wroclaw and Lodz, with a further 908 units under construction, and 3,306 units in pre-development stage, which are expected to become operational within the next 1.5-3 years.

The platform's ambition is to maintain a leading role in the popular segment of Poland's nascent PRS market by achieving a scale of 10,000 units within the next 3-4 years.

The platform was established by Griffin and Ares Management Corporation in Q3 2021. Griffin acts as co-owner and asset manager.



# Student Depot

## STUDENT DEPOT

Student Depot is Poland's leading student housing developer and operator with almost 3,200 beds in operation, ca. 1,000 beds under construction or at the design phase and ca. 1,000 beds in permitting stage. The company operates students houses in the largest Polish academic cities: Warsaw, Cracow, Wroclaw, Gdansk, Poznan and Lodz. The dormitories provide tenants with everything they need to live comfortably, study and spend their free time in an international community of young people from more than 50 countries.

The platform was established in 2014 by Griffin and Oaktree Capital Management with the opening of Poland's very first PBSA building in the city centre of Poznan, which was a conversion of an existing hotel building. Later in 2019 Kajima Student Housing Limited,

a wholly-owned subsidiary of Kajima Europe and part of the Kajima Corporation, acquired Student Depot in partnership with Griffin. In 2022 Student Depot was recognised as 'International Operator of the Year' during Property Week Student Housing Awards.

Griffin Capital Partners acts as co-owner and asset manager of the platform.





## EUROPEAN LOGISTICS INVESTMENT

European Logistics Investment (ELI) is a logistics platform that is developing dynamically on the Polish market. ELI delivers high-quality facilities located in the most sought-after locations throughout the country, offering superb accessibility and high-quality warehouse space for business. The dynamic growth of the platform, established in 2018, is assured thanks to its partnership with Panattoni, a leading developer of industrial real estate.

The ELI portfolio currently includes 28 logistics projects within 10 logistics hubs throughout Poland, with a total GLA of 1.2 million sqm, including almost 850,000 sqm of standing assets, 150,000 sqm of space under construction, and a secured pipeline of 250,000 sqm.

The company is owned by Redefine Properties, Madison International Realty, and Griffin Capital Partners.





## INTERNATIONAL INDUSTRIAL PROPERTIES

International Industrial Properties (IIProp) is a growing logistics platform focused on investing in industrial and logistics space in key European markets. The platform is developed in partnership with Panattoni, a leading developer of industrial real estate in Europe & US.

The platform was established in 2021, when it expanded across multiple European economies, securing first projects in the Netherlands and Poland, in parallel to expansion in the already established markets of Germany and Spain. The platform continued its expansion throughout 2022, by selectively adding projects in core Western European markets (France, Italy, Austria) as well as through converting its well-positioned land bank into standing assets.

IIProp's current portfolio comprises 11 projects in key logistics hubs in Austria, France, Germany, Italy, Netherlands, Poland and Spain. The total estimated GLA of IIProp's secured projects amounts to ca. 430,000 sqm, out of which almost 130,000 sqm stands for stabilized assets. Future projects are strategically sourced within established Western European markets.

IIProp is owned by Madison International Realty and Griffin Capital Partners.







# TRADEMARC

PROPERTY FUND

## TRADEMARC

Trademarc is a logistics platform providing a single entry-point to the CEE's most important industrial hub – Warsaw.

The platform comprises 3 projects in sought-after, core locations with access to the Warsaw metropolitan area, including one at Warsaw airport. The projects are developed jointly with Panattoni Europe and provide the highest technical certification, along with BREEAM® certificates.

Overall, the platform comprises some 184,000 sqm of GLA, of which 126,000 sqm represents yielding projects, with the remaining 58,000 sqm offering future development potential.

Trademarc is co-owned and managed by Griffin Capital Partners alongside a number of secondary co-investors.



## EPP

EPP, a REIT-type company focused on Poland-based commercial properties, is the largest asset manager of retail real estate located in Poland in terms of GLA.

The company was created in 2016 from the spin-off of Echo Investment's yielding commercial assets with Redefine Properties becoming its majority shareholder. In 2022 Redefine Properties increased its stake in the shareholding structure of EPP to almost 100%.

The company's portfolio includes 35 projects with a total value of approx. EUR 2.8 billion and a leasable area of over one million square metres. EPP's projects are located in the most attractive Polish cities with the strongest consumer demand and growth potential. The company is committed to delivering the best possible rates of return to its shareholders and JV partners by providing tenants with attractive and innovatively managed space to support their business growth.

EPP is owned by Redefine Properties, the second largest Real Estate Investment Trust (REIT) listed on the Johannesburg Stock Exchange (JSE). Griffin acts as an asset manager for Redefine Properties.





# HORSE

## HORSE

Horse was established in March 2022 as a joint venture between Redefine Properties, EPP and PIMCO, with a portfolio of 11 retail assets with a total GLA of 439 thousand sqm.

The investment strategy of Horse JV is to provide long-term, stable returns on yielding assets to shareholders. EPP is responsible for the ongoing management and leasing of the assets.

Establishing of the Horse JV is the biggest transaction on the retail market in Poland and CEE since the COVID outbreak. The transaction was a key part of the implementation of EPP's new strategy. It was preceded by the delisting of EPP from the Johannesburg Stock Exchange and the acquisition of a controlling interest in EPP by Redefine Properties.

Griffin Capital Partners acted as the transaction manager and will further support Horse JV for the benefit of the Investors.





## STOKADO

Stokado is one of the leaders in the fast-growing self-storage industry in Poland. The company currently stores goods belonging to ca. 3,000 private and B2B customers in its country-wide network of dedicated self-storage facilities located in Wrocław, Poznań, Bydgoszcz, Szczecin, Kalisz, Legnica, Zabrze and Zielona Góra.

In 2023, Griffin and Redefine Properties set up a JV to acquire Stokado, the second-largest self-storage operator in Poland, in order to accelerate investments and development within this sector.

Stokado's goal is to develop 50 new buildings, focusing on Warsaw, Cracow and Tri-City over next 5 years and become the biggest operator on the Polish market.

Griffin acts as co-owner and asset manager of the platform.





GRIFFIN  
PROPERTY  
FINANCE

## GRIFFIN PROPERTY FINANCE

The largest non-banking, real estate related, lending platform in Poland run jointly with Oaktree Capital Management and PIMCO – providing senior stretch/ mezzanine

- financing, including:
- financing of land acquisition/ refinancing of land banks for developers
- financing of constructions requiring higher leverages or with lower pre-lease levels
- bridge financing, especially for projects during re-development, re-positioning or at the re-letting phase
- highly leveraged facilities (with an initial LTV of 80%) for cash-generating investment projects
- mezzanine / junior facilities subordinated to bank loans

Griffin Capital Partners acts as asset manager, sources potential transactions which may be financed by the Griffin Property Fund, and monitors the disbursed loans.







# PAD | RES

## PAD RES

PAD RES is a leading developer in the clean energy asset space in Poland. The platform's current portfolio comprises solar and wind projects at various stages of advancement, both in development and ready to build, with ca. 120 MW under construction.

The investments' renewable capacity exceeds 2GW, placing the platform at the forefront of Poland's emerging renewable energy sector. In September 2021, Griffin, together with the pan-European real estate investment and development company Kajima Europe, acquired a majority stake in PAD RES. The platform is actively originating and acquiring new greenfield opportunities and making acquisitions. In 2022, PAD RES acquired 10 projects with a total capacity of 250 MW with Grid Connection Conditions. The platform also began construction of the Genowefa PV farm and secured financing for the project from Santander Bank Polska and BNP Paribas Bank Polska.

Griffin Capital Partners is a co-owner and acts as investment manager of the platform.



## HYMON

Hymon is one of the leaders in the Polish PV installations and heat pump sector, focusing on all market segments. Since its founding in 2011, it has carried out over 70,000 installations.

The company is actively developing its product strategy and looking for a range of opportunities to strengthen its position in the rapidly growing Polish RES market, using mainly internal installation crews, providing higher quality and resulting in a lower complaints rate.

In Q1 2023, a JVCo of Griffin & Kajima signed the acquisition of 70% of shares in Hymon.



**Cafy dla matych !**

## SMYK

SMYK is an iconic children's brand with a 92% brand awareness, exceptional brand trust, and clear market leadership in the children's market.

SMYK offers the widest range of children's clothing and footwear, toys, school accessories, books, multimedia, baby accessories, and other products for children aged 0-14 and young families, such as products for mothers, house & garden products, and sport & recreation items.

The SMYK Group operates through a vertically focused e-commerce platform and over 230 of its own "brick & mortar" stores in Poland, along with 40 stores abroad (in Romania and Ukraine).

Additionally, SMYK's own brands - Cool Club and Smiki - are available both online and in the traditional stores of SMYK's business partners in 20 markets across Europe and Asia.

In January 2016, the SMYK Group was acquired from Eastbridge Group and Penta Investments. The transaction, valued at €247 million, was carried out in a consortium with Bridgepoint, a major international private equity group.

# SOURCED AND PASSIVELY HELD INVESTMENT PLATFORMS

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## ProService



- ProService is a leading Polish tech-driven BPO provider serving the investment fund, insurance and banking industries with over 25-years of experience
- Has been acquired jointly with Oaktree Capital Management in 2016

## Avenga



- Avenga is a software engineering platform operating in the US, Germany and Poland
- Hiring some 2,500 IT specialists in 18 locations
- In total, the company serves more than 350 long-term clients in the pharmaceutical, healthcare, real estate, automotive, insurance, financial, media and retail sectors
- In 2016, it was acquired jointly with Oaktree Capital Management

## Cornerstone Venture Partners



- Cornerstone Venture Partners (CVP) is an early-stage venture capital firm focused on B2B technology solutions
- Headquartered in New York and offices located in California and Israel
- Company supports dynamic founders leading innovative companies in Big Data, IoT, sales automation, cloud, predictive analytics, 5G, video, and DevOps
- Up to \$2m invested as an initial investment



# Maciej Dyjas

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## MANAGING PARTNER

Maciej Dyjas is Managing Partner and, along with Nebil Senman, co-owner of Griffin Capital Partners.

Maciej Dyjas' career started in consulting companies affiliated with Hewlett Packard in Germany and US. He then went on to become a co-investor/Partner, and subsequently Managing Partner and CEO at Eastbridge Group, an evergreen investment vehicle, majority owned by the Bruckner family. In tandem with his functions at Eastbridge, he held several executive and non-executive board positions controlled by the Group, including posts such as CEO of EMF, listed on the WSE, and CEO of DTH Capital in New York. In 2014, the year he left the Eastbridge Group, the company held assets of over 3 billion USD in the retail, consumer goods, and real estate sectors in CEE, the EU, and the US.

Maciej is a Polish-German national. He obtained a Master's in Mathematics and Computer Science from the University of Warsaw, and subsequently pursued studies in business and psychology of management and communication in Stuttgart and Frankfurt.

# Nebil Şenman

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## MANAGING PARTNER

Nebil Şenman is Managing Partner and, along with Maciej Dyjas, co-owner of Griffin Capital Partners.

Nebil Şenman held leading positions for nine years as Senior Vice President and Supervisory Board Member of Oaktree's German and Polish real estate funds, where he was involved in operations worth several billion Euro. Before joining Oaktree, he spent eight years handling real estate and corporate consulting at Ernst & Young Real Estate (formerly Arthur Andersen), where he held various managerial positions.

Nebil is a graduate of universities in Berlin (TU Berlin, EBS), Paris (ESCP Europe) and London (LSE), and holds an MBA and Master's Degree in Civil Engineering. He also holds a post-graduate diploma in real estate management (EBS) and is a Chartered Member of the Royal Institution of Chartered Surveyors, MRICS.

# Piotr Fijołek

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## CO-MANAGING PARTNER



Piotr Fijołek is a top Merger & Acquisition expert with over 15 years of operational experience exclusively dedicated to real estate and private equity. Piotr has, from the beginning of his professional career, been associated with Griffin.

His impressive track record contains more than 100 successful transactions, with a total volume exceeding EUR 4 bn. For more than a decade, he has orchestrated several flagship Griffin projects, including takeover of the M1 portfolio and the acquisition of a majority stake in Murapol, a leading Polish property development company, which he is currently overseeing as Deputy Chairman of the Supervisory Board.

In addition to this, in his capacity as Co-Managing Partner, Piotr's key role is also asset management. Currently, he is heading several investment platforms, among them Murapol and Horse, projects with a GAV of EUR 1.0+ million. He also actively acts towards Griffin's expansion into foreign markets and the development of new business lines.

Piotr completed management studies at the Warsaw School of Economics and spatial economy at the Warsaw University of Life Sciences, as well as an Executive MBA programme from Kozminski University.

# Tomasz Mrowczyk

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## CO-MANAGING PARTNER



Tomasz Mrowczyk is a financial markets specialist with more than 15 years' professional experience. At Griffin Capital Partners he is responsible for the development of the private equity arm.

Before joining Griffin, Tomasz worked at PZU Group for 11 years, where he headed the private equity, venture capital and private credit businesses, including Group Investment Committee capacity.

At PZU Group Tomasz originated, structured and executed over 100 transactions, with an aggregate value exceeding EUR 5bn across different capital structures. Tomasz started his career at the Warsaw office of Ernst & Young Corporate Finance in the M&A and Valuation team.

Tomasz graduated from the University of Economics in Katowice, and also holds CFA and CAIA charters, as well as an Executive MBA from the University of Illinois Urbana-Champaign and Warsaw University.

# Ewa Podgórska

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**CHIEF LEGAL COUNSEL  
& SENIOR PARTNER  
CHIEF COMPLIANCE OFFICER**



Legal counsel, specializing in international investments and business transactions, real estate, and commercial law. Ewa graduated from the Law Faculty of the Warsaw University. Currently, she is a Member of the Management Board of European Logistics Investment B.V., Student Depot Investments B.V., and serves on the Supervisory Board of Grupa Exorigo-Upos S.A. From April 2010 to the end of 2017, Ewa was General Counsel and a Member of the top management of the Eastbridge Group, created by Yaron Bruckner and, over the last twenty years, controlling diverse retail, distribution and real estate assets in Europe and New York. The Eastbridge Group's investments in Poland included: Empik Media & Fashion, Empik, Smyk, and CDI. Ewa has also held positions as Head of legal department of Domy Towarowe Centrum S.A. and associate at the Sołtysinski, Kawecki & Szlęzak law firm.

# Przemysław Czuk

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**CHIEF FINANCIAL OFFICER  
& SENIOR PARTNER**



Przemysław Czuk is an accomplished business executive with extensive knowledge and experience in the finance field. Over his 20-year career, he has gained valuable hands-on expertise in transaction planning and execution. As Chief Financial Officer & Senior Partner at Griffin Capital Partners, he oversees the financial operations of the company and manages all of the platforms' operational and financial activities. His responsibilities include financial company planning, raising finance, risk management and restriction of projects. Additionally, he is instrumental in all major Griffin transactions.

Before joining Griffin, Przemysław served as a financial director and CFO in such companies as J&S Energy S.A. – a subsidiary of Mercuria Energy Group – as well as in portfolio companies of Mykogen Polska S.A. (Abris), and American Heart of Poland S.A. (Advent) private equity funds. He also worked for Arthur Andersen – one of the largest public accounting firms in the 1990s.

Przemysław Czuk is a graduate of the Warsaw School of Economics and is a chartered auditor.

# Marek Obuchowicz

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## PARTNER

Marek Obuchowicz specialises in private equity and corporate finance, with a particular emphasis on the real estate sector.

As Partner, Marek currently oversees the development and all activities of Griffin's PBSA Student Depot platform, the Life Spot PRS platform, and the Stokado self-storage platform.

In 2019, Marek was responsible for the acquisition of the platform by a joint venture created thanks to Griffin's activity, in partnership with Kajima Corporation. The platform, representing half of the Polish Purpose-Built Student Accommodation (PBSA) market, was purchased in a transaction worth over EUR 60 million.

Currently, Marek's responsibilities include, among others: the acquisition of new projects, the organising of bank financing for further development of the platform, and cooperation with the platform's management on key strategic initiatives. Marek has also actively participated in other strategic transactions of the Company, as well as numerous acquisitions of office and retail properties and refinancing.

A graduate of the London School of Economics and the University of London.

# Hubert Rossa

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## SENIOR VICE PRESIDENT INVESTMENTS

Hubert Rossa is a specialist in real estate investments. His main responsibility is the day-to-day operations of the European Logistics Investment BV (ELI) and International Industrial Properties (IIProp) platforms, along with the Stokado company. He is responsible for the platforms' development, focusing primarily on identifying and executing new business opportunities, as well as actively attracting potential investors.

Hubert is a Certified Commercial Investment Member (CCIM) and a member of the Royal Institution of Chartered Surveyors (MRICS).

# Jędrzej Socha

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## SENIOR VICE PRESIDENT INVESTMENTS

Jędrzej Socha is responsible, among other things, for private equity projects and the development of the new PAD RES energy platform.

Jędrzej graduated from the Poznan University of Economics and Business and the Cranfield School of Management, and holds an ACCA Certificate.



# Łukasz Toczek

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## SENIOR VICE PRESIDENT INVESTMENTS

Łukasz Toczek is a specialist in financial modelling and expert in data analysis.

He oversees day-to-day operations across the European Logistics Investment B.V. (ELI) and International Industrial Properties (IIProp) platforms. He is responsible for the platforms' development, identifying new business opportunities, maintaining investor relations and attracting potential investors.

Łukasz is also actively involved in Griffin Capital Partners' projects outside Poland, and he was, previously, engaged in the development of Chariot Top Group B.V.'s portfolio.



# Bartłomiej Bochenek

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## VICE PRESIDENT INVESTMENTS

A specialist in corporate finance and investment.

In Griffin he is involved in developing new business opportunities in the RE market, incl. residential and office buildings. He has participated in the acquisition of the Murapol Group, and supported Echo Investment SA in the acquisition of a majority stake in Archicom SA. He was also engaged in the Griffin Property Finance fund, where he was responsible for mezzanine financing of two logistics projects with a GLA of nearly 200k sqm.

He is a graduate of the Warsaw School of Economics and has the title of Chartered Financial Analyst (CFA).



# Tomasz Kosieradzki

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## SENIOR VICE PRESIDENT INVESTMENTS

An investment professional with a strong background in private equity, investment banking and transaction advisory.

He is responsible for executing and monitoring private equity investments, including the Resi4Rent and Hymon platforms. Tomasz's key responsibilities include, among others, executing the company's strategic goals to establish its international footprint, and growing production capacity whilst institutionalizing the company.

He is a CFA Charterholder and holds FCCA status.



# Jan Niepiekło

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## VICE PRESIDENT INVESTMENTS

Jan is responsible for private equity and real estate transactions.

Before joining Griffin, he worked as an analyst at the private equity fund Bridgepoint, and at an investment bank, Rothschild & Co, where he handled, among all, M&A transactions.

Jan holds a finance and accounting degree from the Warsaw School of Economics and is a graduate of the Institute of Philosophy of the University of Warsaw.



# Piotr Słok

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## VICE PRESIDENT INVESTMENTS



A specialist in private debt and private equity investments.

Piotr is primarily responsible for developing European Logistic Investment (ELI) and International Industrial Properties (IIProp) platforms. His duties include identifying and developing new investment projects and ongoing contact with investors.

He is a graduate of the Warsaw School of Economics (Master's degree in Finance and Accounting) and Warsaw University (Master's degree in Law). He also obtained the CFA qualification and is the holder of Investment Adviser License No. 383.

# Bartosz Sobota

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## VICE PRESIDENT INVESTMENTS



A specialist in the areas of economy, finance and investment. He has a particular focus on financial modelling and analysis.

Bartosz is responsible for the development of two investment platforms: Murapol Group and Echo Investment. He has been involved in the company's numerous strategic transactions including the acquisition of the 98% stake in Murapol Group.

He holds a BA in Quantitative Methods in Economics from the Warsaw School of Economics, and an MSc in Finance and Investment from the Rotterdam School of Management.

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Our team consists of 50+ seasoned professionals with extensive, specialized knowledge, rich experience in operations, capital investment and financing, which along with our strong track record of iconic market transactions, constitute the drivers behind boosting the value of our investments and building strong, best in-class management teams for portfolio companies.

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# TRACK RECORD PLATFORM REAL ESTATE DEALS

## Chariot

### Chariot

Portfolio of 28 real estate assets of a total GLA of ca. 704,000 sqm sold to the real estate funds and companies operating on the Polish retail market.



Griffin  
Premium RE..

### Griffin Premium R.E.

Creation of the largest and only REIT-type company in Poland with successful listing on WSE, followed by a block trade exit.

## MEBLE EMILIA

### Meble Emilia

Furniture retail company with a portfolio of attractive properties in Warsaw, disposed through the sale of individual assets.



RUCH

### Ruch Portfolio

Diversified portfolio of seven land plots in major Polish cities, sold piecemeal to different developers.



### Domy Towarowe Centrum

\$120m privatization project of a state-owned chain of department stores into a real estate company and several retail and e-commerce concepts. Included, at the time, Poland's and largest real estate backed bond issue worth over \$100m.



centrum  
development & investments

### CDI

Leading Polish high street retail and office developer, owner of WARS SAWA JUNIOR, the most centrally located high-street building complex in Warsaw.

# TRACK RECORD PLATFORM REAL ESTATE DEALS



## **Immobel**

Purchase of a majority stake in Immobel, Belgian developer created in 1863, listed on the BSE, exited through merger with strategic investor.



## **ESG Berlin**

Acquisition of 6,100 apartments in Berlin region, with a total value of over €350m into Gehag GmbH; one of the largest residential players in Germany, at the time.



## **DTH**

New York City developer, transforming historical buildings into high-end, residential properties.



## **Deutsche Wohnen**

Merger of Gehag GmbH into Deutsche Wohnen AG with a combined value of over €2bn and 40,000 apartments.



## **German Acorn Real Estate / Deutsche Office AG**

Acquisition of commercial properties with a total value of over €1.7bn and merger with Prime Office AG, creating listed Deutsche Office AG with a value of over €3bn. Subsequent exit to Alstria Office REIT AG.

# TRACK RECORD INDIVIDUAL PROPERTY DEALS



## Bemowo

Plot of 5.5 hectares located in Warsaw (the Bemowo district), sold to Dom Development.



## Microsoft Building

9,400 m<sup>2</sup> single tenant building in Warsaw, sold to Generali Real Estate, after lease prolongation.



## Serek Wolski

0.8 hectares plot in Warsaw. A JV with subsequent exit to Skanska Commercial Property.



## P20

16,000 m<sup>2</sup> empty single tenant building located in Warsaw. Sold to Generali Real Estate, after lease-up and revitalisation.



## Prima Court

4,000 m<sup>2</sup> building located in Warsaw CBD. Exited through a swap transaction with the Lutheran Church of Poland.



## Rosola

Single tenant, private school building in Warsaw (Ursynów), sold to a private investor.



## Towarowa 22

Leading mixed-use development project in the CBD Warsaw, sold to Echo Investment / EPP.



## Galeria Młociny

Modern shopping centre development in Warsaw, land sold to EPP / Echo Investment.

# TRACK RECORD INDIVIDUAL PROPERTY DEALS



## Signaris

Immobilie im CBD Frankfurt, vermietet an die Commerzbank und veräußert an Next Estate Income Fund / BNP, für über 65 Mio. €.

## KASTOR TOWER

## Kastor Tower

Landmark-Wolkenkratzer im CBD Frankfurt mit 30.000 m2 vermietbarer Fläche, erworben von Alstria Office REIT AG.

## An den Dominikanern

## An den Dominikanern

27.000 m2 Pflegeheim in der Kölner Innenstadt, erworben von der Alstria Office REIT AG.

## Schlueterstrasse

## Schlueterstraße

8.000 m2 Bürogebäude in der Berliner City West, das für 30 Mio. € an einen privaten Investor veräußert wurde.



## Adelaide

Kreditpool von 900 Millionen Euro in Deutschland mit 200 gemischt genutzten Vermögenswerten, die durch Abwicklungs- und Vollstreckungspläne veräußert wurden.

# TRACK RECORD DISTINCTIVE LANDMARK DEVELOPMENTS



 BROWARY  
WARSZAWSKIE

## CBD ONE WARSAW

Flagship mixed-use development of Echo Investment in the CBD Warsaw.



Q22

## Q22

Neo-modern office skyscraper in Warsaw developed by Echo Investment. Sold to Invesco.



*Koszyki*

## Hala Koszyki

Completely restored market hall from 1906-1908 with office and food-anchored retail in the heart of Warsaw.



# TRACK RECORD DISTINCTIVE LANDMARK DEVELOPMENTS



WARS SAWA JUNIOR

## WARS SAWA JUNIOR

High street retail and office project hosting flagship brands in the very heart of Warsaw.



## CBD ONE WARSAW

Located in the centre of Warsaw, project currently under construction by Immobel.



RENOMA

## RENOMA

Redevelopment of the landmark 1930's department store located in the centre of Wrocław.



# TRACK RECORD DISTINCTIVE LANDMARK DEVELOPMENTS



## CEDET

Redevelopment of former 1950's Central Department Store and prime historic landmark in downtown Warsaw.



## 63 Wall Street

A 38,000 m2, 37 floor landmark office property from 1929, converted to multifamily rental use, NYC.



## 67 Wall Street

Build in 1921, a 29,000 m2 landmark office Property transformed for multifamily rental use, NYC.

# TRACK RECORD DISTINCTIVE LANDMARK DEVELOPMENTS



**TWENTY  
EXCHANGE**

## **20 Exchange Place**

79,000 m2, 57 storey landmark office building from 1931, transformed into a residential property, NYC.



## **70 Pine Street**

A 1932 landmark and the world's third tallest building transformed into a residential property upon its completion, NYC.



## **BELAIR**

86,000 m2 GLA office development in the very heart of Brussels.



# TRACK RECORD DISTINCTIVE LANDMARK DEVELOPMENTS



## Black Pearl

14,000 m2 GLA development in the heart of Brussels.



**Amundi**  
ASSET MANAGEMENT

## Hotel & Office Campus Berlin

Development of office campus and 3-star hotel in Berlin in JV with Strauss & Partner, sold to Amundi Group.



**Amundi**  
ASSET MANAGEMENT

## Hotel Steigenberger at Chancellery

Development of 4-star hotel in JV with Strauss & Partner, sold to Amundi Group.

# TRACK RECORD LBO & PRINCIPAL DEALS / PRIVATE LENDING


**EMF**
**EMF**

One of the largest CEE consumer groups with total sales of ca. €1bn, exited through IPO on WSE.


**empik**
**EMPIK**

Leader on the Polish cultural and media retail market, exited through IPO on WSE.


**SMYK**  
 Café dla małych!

**SMYK**

€247m acquisition from Eastbridge Group and Penta Investments.


**ZARA**
**ZARA POLSKA**

Start-up and build-up of the ZARA franchise in CEE, exited to Inditex.


**ULTIMATE FASHION**
**Ultimate Fashion**

300 stores and e-commerce channels of exclusive brands, operating in Russia, Ukraine and Poland. Staged exit to the brand's owners.


**OPTIMUM DISTRIBUTION**
**OPTIMUM Distribution**

Exclusive marketer and distributor of luxury brands in Poland, Czechia, Slovakia, Russia, Ukraine, and Romania. Staged exit to the brand's owners.


**SEPHORA**
**Sephora**

Start-up and build-up of the perfumery businesses in Poland, Czechia and Slovakia. Partnership and staged exit to LVMH.


**NAŁĘCZOWIANKA**
**Nałęczowianka**

Purchase and build-up of the largest Polish bottled mineral water brand, staged exit to Nestle Waters.


**Dar Natury**
**Dar Natury**

Purchase and build-up of the largest Polish 5-gallon water brand, staged exit to Nestle.


**Fotoworld**
**Fotoworld**

Purchase of the largest photographic business in Poland, Czechia and Slovakia, exited to Kodak.

# TRACK RECORD LBO & PRINCIPAL DEALS / PRIVATE LENDING



## **CANAL+**

Purchase of TV license of the first Polish, largest and most successful Pay TV channel. Exited to Vivendi.



## **EMPIK.com**

The third largest e-commerce site in Poland. Exited through IPO on WSE.



## **SMYK.com**

One of the largest e-commerce websites in Poland, developed as a sister company of the Smyk brand.



## **EasyNet and AGS New Media**

Start-up companies developing e-commerce solutions. Exited to the leading Telecom operator in Poland.



## **Digital content publishing**

Group of e-book publishing, music rights management platform and gaming & online marketing. Exited via IPO on WSE.



## **Learning Systems Poland**

Educational chain of 114 schools and educational website in Poland, Ukraine, Russia and Turkey. Exited to Penta Group.



## **AGEAS**

International insurance group headquartered in Belgium. Exited via IPO.



## **Volumetric Building Companies**

LBO of the leading high-rise steel modular construction player.



# TRACK RECORD LBO & PRINCIPAL DEALS / PRIVATE LENDING

TRANSACTIONS UNDISCLOSED

## APM network in Poland

### APM network in Poland

Investment in minority expansion in the leading Automated Parcel Machine operator in Poland.

## Imaging diagnostics

### Imaging diagnostics

Minority investment in the imaging diagnostics (PET, CT) business in Poland.

## Industrial construction

### Industrial construction

Minority investment in the leading industrial construction general contractor in Poland specialized in complex solutions the energy sector.

## Hospital chain

### Hospital chain

Minority investment in the leading private general hospital chain in Poland.

## Rail cargo operator

### Rail cargo operator

Minority investment in the leading rail cargo operator in Poland.

## Residential developer

### Residential developer

Minority investment in the leading homebuilder in Poland.

## Outpatient clinics

### Outpatient clinics

Principal add-on acquisition of 2 companies operating networks of outpatient clinics in Poland.

## Orthopedics surgery business

### Orthopedics surgery business

Acquisition of a leading orthopedics surgery business as part of broader consolidation and diversification of healthcare business.

## Universal bank

### Universal bank

Acquisition of one of the most innovative universal banks as a part of execution of assurbanking strategy.

## Mid-size bank

### Mid-size bank

Acquisition of a mid-size bank followed by an integration with existing assets aimed at extracting synergies and economies of scale.

## Leading e-commerce platform

### Leading e-commerce platform

Second-lien facility in the LBO of the leading e-commerce platform in Poland.

## TV broadcaster and mobile telecom

### TV broadcaster and mobile telecom

LBO facility in the TV broadcaster and mobile telecom.

# TRACK RECORD LBO & PRINCIPAL DEALS / PRIVATE LENDING

TRANSACTIONS UNDISCLOSED

## Cable TV and internet provider

### Cable TV and internet provider

Dividend recap of the Cable TV and internet provider.

## Mobile telecom

### Mobile telecom

Dividend recap of a mobile telecom operator.

## Deepwater terminal operator

### Deepwater terminal operator

Capex financing for the extension of the second terminal.

## Leading mountain cable car operator

### Leading mountain cable car operator

Portable recap / LBO facility of the mountain cable car operator.

## Convenience retail chain in Poland

### Convenience retail chain in Poland

LBO financing of the leading convenience retail chain in Poland.

## Cable TV operator

### Cable TV operator

Dividend recap of a cable TV operator in Baltic states.

## Internet classified operator

### Internet classified operator

Second lien facility in the LBO of the leading internet classified operator in Baltic states.

## Food producer and distributor

### Food producer and distributor

LBO of the major branded food producer and distributor.

## NPL

### NPL

Financing of retails non-performing loan portfolio.

# GRIFFIN SELECTED AWARDS

## Eurobuild Awards



- Griffin Capital Partner "Investor of the Year, CEE 2022"
- Griffin Capital Partner "PRS Investor of the Year, CEE 2022"
- Griffin Real Estate "Investor of the Decade, CEE 2019"
- Griffin Real Estate "Investment Deal of the Year CEE 2018"
- Griffin Real Estate "Investor of the Year 2017"
- Griffin Real Estate "Investor of the Year 2016"
- Griffin Real Estate "Investment Deal of the Year 2016"
- Supersam "New Shopping Centre of the Year 2015"
- Griffin Real Estate "Investor of the Year 2015"
- Griffin Real Estate "Investment Deal of the Year 2015, acquisition of Echo Investment"
- Hala Koszyki "The Biggest Achievement in Business 2014"

## CEE Investment & Green Building Awards

- Griffin Capital Partners "Opportunistic Investor 2022"
- Griffin Capital Partners "PRS Investor 2022"
- Griffin Real Estate "Opportunistic Investor 2021"
- Griffin Real Estate "JV Investor 2021"
- Griffin Real Estate "Investment deal €50-100 million 2021"
- Griffin Real Estate "Opportunistic Investor 2020"
- Griffin Real Estate "Cross Sector Investor 2019"
- Griffin Real Estate "Opportunistic Investor 2019"
- Griffin Real Estate "Overall Investor 2018"
- Griffin Real Estate "Overall Investor of the Year 2017"
- Griffin Real Estate "Opportunistic Investor 2017"
- Griffin Real Estate "Deal of the Decade 2016"
- Griffin Real Estate "Overall Investor 2016"
- Griffin Real Estate "Opportunistic Investor of the Year 2016"
- Griffin Real Estate "Investor of the Year 2015"
- Griffin Real Estate "Investment Deal of the Year 2015  
€50 - €100 million — acquisition of Green Horizon in Lodz"
- Griffin Real Estate "Opportunistic Investor of the Year 2014"



## CIJ Awards

- Griffin Capital Partners "Best Asset Management Company of the Year 2022"
- Griffin Real Estate "Investment Transaction of the Year 2017"
- Griffin Real Estate "Investment Transaction of the Year 2016"
- Hala Koszyki "New Concept of the Year 2016"



## CEE Retail Building Awards

- Hala Koszyki "Shopping Center Innovation 2017"
- Hala Koszyki "Retail Renovation / Refurbishment Project 2016"
- Griffin Real Estate "Investor of the Year 2015"
- CH Renoma "Retail building of the Year 2009"

## Property Design Awards



- Halo Koszyki "Bryła — Centrum Handlowe 2017"
- Halo Koszyki "Bryła — Centrum Handlowe 2016"
- CH Renoma "Block — Shopping Centre 2016"

## CEEQA



- Hala Koszyki "Retail Development of the Year 2017"
- Griffin Real Estate "Company of the Year 2016"
- Griffin Real Estate "Investor of the Year 2016"
- Griffin Real Estate "Company of the Year 2015"
- Griffin Real Estate "Rising Star Award 2015"

# GRIFFIN SELECTED AWARDS



## Top Builder

- Hala Koszyki "Investment, services, research 2017"



## International Council of Shopping Centers Award

- CH Renoma "Marketing Award 2011 & 2012"
- CH Renoma "Expansion & Refurbishment 2009"



## Property EU

- Griffin Real Estate "Deal of the Decade 2006-2016"



## Mies van der Rohe Awards

- CH Renoma "Building of the Year 2010"



## Innowatory Wprost

- Griffin Real Estate "Construction 2016"



## CEE MERGERS AND ACQUISITIONS AWARDS

- Private Equity Deal 2019



## Impactor Rzeczpospolita

- Griffin Real Estate "Grand Prix — for the person and company with the greatest impact on the real estate industry 2017 dla osoby i firmy mającej największy wpływ na branżę nieruchomości 2017"



## Prime Property Prize

- Supersam "Commercial Investments" 2013



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