









## OUR BUSINESS

Alpha Real Capital India, part of the Alpha Real Capital Group and manager of Alpha Tiger Property Trust (Alpha), has established a strong local team in India, led by Brad Bauman, CEO (India). Alpha is a leading global investment and development group and provides high quality, long-term solutions for occupiers in India. Alpha is able to mitigate risk for occupiers by delivering first-class workplaces and business park environments on flexible terms. Occupiers benefit from Alpha's track record in clearly identifying the individual occupancy and capital efficiency needs of companies in multiple locations. This allows occupiers to crystallise the value inherent in their Indian real estate portfolios and to develop relationship based agreements for the supply of their expanding occupancy needs.

Alpha has delivered bespoke real estate operational solutions for leading international companies including (amongst others): Xansa, Glaxo SmithKline, Unilever and Alcatel-Lucent. Alpha's principal focus is the development of business parks and business park-led mixed use and township projects across India. The company also invests in office, mixed use/residential, hotels and serviced apartments and has extensive experience developing, owning and operating business parks, shopping centres and other commercial properties.

Alpha is the manager of Alpha Tiger Property Trust, a London Stock Exchange listed company with US\$150 million of available equity for investment in India. Alpha was established by Sir John Beckwith, Phillip Rose and Brad Bauman and jointly owned by them, members of the Alpha management team and Michael Spencer, ICAP Group Chief Executive Officer and IPGL Chairman.

Alpha is a long-term investor, looking to develop in joint venture with developers or construction companies, Government, local partners and land owners on a build to own basis. Alpha has extensive experience of working in partnership with government authorities, developers, land owners and corporate occupiers.

## A HISTORY OF SUCCESS IN INDIA AND ASIA

#### FRONTIERS GROUP INDIA

Alpha's associated business Frontiers Group (Frontiers) has successfully operated in India since 2000. Frontiers is India's premier sports and entertainment marketing firm, and holds valuable promotion rights within cricket, India's number one sport.

Frontiers has established strong relationships with various rights holders in the fields of sport and entertainment, and have pioneered a fresh and transparent approach to in-stadia advertising in India. With multi-year rights to 14 cricket grounds, Frontiers is also expanding its operations in international sports, arts, entertainment, and media. It also has long-term partnerships with leading Indian and multi-national corporations.

Frontiers also undertakes athlete management and exclusively represent the commercial interests of leading cricketers in India and abroad. Additional services include rights management, event management, corporate consultancy, sponsorship sales and bespoke corporate hospitality.

#### PACIFIC INVESTMENTS ASIA

In 1998 Pacific Investment Asia (PIA) was formed to invest in real estate in South East Asia. PIA's first investment was a 500,000 square foot modern distribution warehouse near Bangkok in Thailand. The site was acquired and developed on a pre-let basis to Unilever. PIA has since acquired a further site for a similar distribution warehouse development project.

LONDON & EDINBURGH TRUST PLC AND LET PACIFIC London & Edinburgh Trust plc was formed in 1971 and listed on the London Stock Exchange in 1983 with a market capitalisation of £27 million. LET grew into a leading international property development and investment company, with interests in the UK, Continental Europe, the United States and South-East Asia in 1990. LET was acquired by Swedish Pension and Life Assurance Company, SPP, for £510 million in 1990 as a platform for its global real estate asset management

In 1987 London & Edinburgh Trust plc acquired an 87 per cent. interest in a quoted Hong Kong property company which was subsequently renamed LET Pacific. The company followed a strategy of trading mature assets with investments in new development and refurbishment opportunities in Hong Kong and the wider Asia Pacific region. The Hong Kong property portfolio included interests in the Bank of America Tower, Dragon Seed Building, Magazine Gap Towers and Pacific Heights.

6 The Alpha team has grown a number of highly successful asset management businesses. These businesses currently manage assets totalling more than US\$20 billion

BRAD BAUMAN Ceo







operation.

## **OUR TEAM**

Alpha has over 100 years of collective experience in real estate, banking and fund management gained with leading organisations from around the world. Our key personnel have extensive operating experience throughout India, the UK, France, Spain, Italy, Germany, Austria, Netherlands, Portugal, Greece, Poland, Hungary, Czech Republic, Slovakia, Japan, Singapore, Hong Kong, Indonesia, Thailand and Australia.

#### Sir John Beckwith Chairman, Alpha Real Capital

Sir John founded London & Edinburgh Trust PLC (LET) in 1971 and was Chairman and Chief Executive Officer, developing it into one of the top ten listed real estate companies in the UK. John floated the company with a market capitalisation of £27 million in 1983 and eventually sold the business in 1990 for approximately £510 million. He was founder Chairman of Rutland Trust PLC, a listed investment company from 1986 to 1991. In 1993, following the sale of LET, John established Pacific Investments through which he developed a number of highly successful asset management businesses including Liontrust Asset Management, Thames River Capital and Europa Capital Partners.

#### Phillip Rose CEO, ALPHA REAL CAPITAL

Phillip has 25 years' experience in the real estate, funds management and banking industries in Europe, the USA and Australasia. He has been the Head of Real Estate for ABN AMRO Bank, Chief Operating Officer of European shopping centre investor and developer TrizecHahn Europe and Managing Director of Lend Lease Global Investment. Phillip is currently a non-executive director of Great Portland Estates and a member of the Management Committee for Hermes Property Unit Trust.

#### Michael Spencer Partner, Alpha Real Capital

Michael is the Group Chief Executive Officer of ICAP, a FTSE 100 financial services company, as well as the Chairman of IPGL. Michael has interests in a variety of financial services companies and many other investments including City Index. Michael Spencer has also been a non-executive Chairman of Numis Corporation plc since April 2003.

6 6 Market timing and asset selection are fundamental to the Alpha investment approach

SIR JOHN BECKWITH Chairman







## **OUR TEAM**

### ALPHA REAL CAPITAL INDIA

#### Sanjay Goel VICE CHAIRMAN

Sanjay Goel has over 27 years' experience throughout India, including expertise in facilities and property management. Between 1987 and 2000 he worked for the Khoday Group, latterly as Group Vice President. He was a director of Alupro Building Systems between 2000 and 2004 and a founding director of S&S Property Management from 2004 onwards, which currently has 3 million square feet of property under management.



Brad Bauman has 18 years' experience in the real estate and finance industries, and has been responsible for the Investment Manager's Asian investment programme since 2005. His experience includes seven years with CB Richard Ellis where he was Managing Director of CBRE Financial Services assisting in the establishment of CBRE's co-investment vehicle, CBRE Strategic Partners UK I Fund, and from 1994 to 1997 was involved in acquiring and managing distressed debt portfolios. Prior to joining Alpha Real Capital, Brad was Executive Director, Real Estate Investment Banking at Lehman Brothers.

#### Anurag Munshi TRANSACTION PARTNER

Anurag joined Alpha from Citigroup where he was responsible for supporting the company in assessing, structuring and executing real estate transactions in India. He has a strong understanding of the regional risks and regulatory framework across the country with experience in executing projects in residential, budget and luxury hotel ventures and Tech parks totalling approximately USD 120 million. Prior to Citigroup he was Accenture's Real Estate Account Director for South Asia at Jones Lang LaSalle (JLL) and between 2000 and 2005 he was also the Head of Strategic Consulting and Research for JLL in India. Anurag has more than 10 years' experience in real estate and is a qualified planner and finance professional with an MBA.

#### Philippe Davis DIRECTOR OF DEVELOPMENT & CONSTRUCTION

Philippe Davis has 25 years' international experience in the development, design and construction industries. He has worked in Europe, USA, Africa, Middle East and Asia including 4 years in Vietnam. Philippe has managed industrial, commercial and residential projects and has worked as a general contractor in design & build firms mostly as an owner's representative. He has also multiple project roll-out experience and was previously the Director of Construction for an office and residential developer in the San Francisco Bay Area.

#### Rishi Adatia ASSOCIATE DIRECTOR FUNDS MANAGER

Rishi Adatia joined Alpha Real Capital from Cushman & Wakefield Healey & Baker where he provided indirect property investment and fund advice. Prior to this he worked at ABN AMRO Bank in its corporate finance division and at Ernst & Young, where he qualified as a Chartered Accountant.













## INDIA

#### INDIA REAL ESTATE PORTFOLIO

Xansa Chennai 1 & 2, SIPCOT IT Park, Siruseri (above)

15,300 sq m offices (2 buildings)

**SIPCOT IT Park**, Siruseri, Chennai, 25 Acres of development land (SEZ)

Talawade Software Technology Park, MIDC (top & middle right) Xansa Pune 1 & 2, 8,800 sq m offices (2 buildings)

14 Acres of development land

Talawade Software Technology Park, MIDC

Xansa Noida 2, B39, Sector 1 Noida (Delhi NCR)

(bottom right) 16,700 sq m offices

Xansa Noida 1, C2, Sector 1, Noida (Delhi NCR) 4,000 sq m offices







**Clpha Real Capital India** 



## ASIA PACIFIC

#### **ASIA PACIFIC PROJECTS**

Unilever Thai Distribution Centre, Bangkok, Thailand (above) 45,000 sq m distribution centre 8 Wyndham Street, Hong Kong (top right) 12,000 sq m offices

Pacific Plaza, Singapore (bottom right) 10,220 sq m office and retail

**Lat Krabang Industrial Estate,** near Bangkok, Thailand 20,000 sq m industrial site **Ital-Thai Tower,** Bangkok, Thailand 41,000 sq m offices and retail

**Bank of America Tower,** Hong Kong 5,000 sq m offices

Dragon Seed Building, Hong Kong

3,000 sq m offices & retail

Magazine Gap Towers, Hong Kong

5,100 sq m residential

Pacific Heights, Hong Kong residential

City Tower, Jakarta, Indonesia

38,000 sq m offices







## FRANCE

#### FRENCH PROJECTS

Alcatel Lucent, Nozay, nr Paris (above)

77,200 sq m business parks

Parc des Reflets, Paris Nord (top right) 8,810 sq m business park Glaxo Logistics Centre, Evreux (centre right)

14,130 sq m warehouse and offices

Pablo Picasso, Nanterre, Paris (bottom right) 33,395 sq m offices Le Centorial, Paris (far right) 37,500 sq m offices

La Colisee, St Ouen, Paris 24,000 sq m offices Boulevard Malesherbes, Paris 13,950 sq m offices

Rue de Rennes, Paris 2,875 sq m offices

Domaine de Pelus, Bordeaux 14,219 sq m business park

Place Louis Pradel, Lyon 2,325 sq m offices, residential & retail

Saint- Denis, Paris 37,105 sq m warehousing & offices Rue Auber, Paris 6,000 sq m offices

La Madone, Puteaux, Paris 21,335 sq m offices

Rue du 4 Septembre, Paris 44,450 sq m offices

Rue Neuve Tolbiac, Paris 22,000 sq m offices

Waterside Park, Roissy 12,077 sq m business park

Energy Park, Courbevoie, Paris 30,610 sq m business park

Le Delta, Cergy Saint Christophe 17,800 sq m offices

Office Paristade, Paris 8,410 sq m offices

Bel Air, Paris 6,263 sq m office and light industrial

Bedford Portfolio, Bordeaux, Paris, Monthlery, Reims 23,000 sq m

distribution warehouse, offices and 4 retail warehouses

Gennevilliers, Paris 3,400 sq m offices

Saint Cyr, Paris 6,300 sq m offices

Ivry-Sur-Seine, 7,420 sq m warehouses and offices

Champs Sur Marne, Paris, 6,800 sq m offices

Vitry-Sur-Seine, 5,180 sq m warehouse and offices

Fresnes, 6,540 sq m warehouse, offices and light industrial

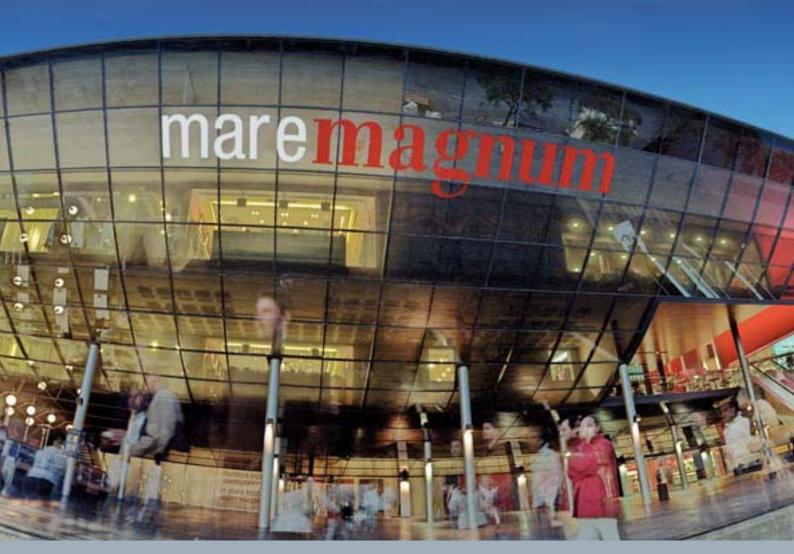
Point P Warehouse, Athis Mons, 23,280 sq m warehouse











## SPAIN

#### **SPANISH PROJECTS**

Maremagnum, Barcelona (above)

23,655 sq m retail & leisure

Connecta Retail Park, Cordoba (top right) 16,880 sq m retail Alcala Plaza, Alcala (centre right) 5,700 sq m shopping centre Las Torres Shopping Centre, Ecija (bottom right)

5,950 sq m retail

**Bonaire Shopping Centre,** Valencia 100,000 sq m shopping mall, leisure, retail park, and factory outlet **Gran Manzana Shopping Centre,** Madrid 24,000 sq m retail and entertainment centre

**Prinicipe Pio Shopping Centre**, Madrid, 32,000 sq m shopping, entertainment and offices

Mandarache Retail Leisure Park, Cartagena,

28,119 sq m retail & leisure

WTC Almeda Park, Cornella, 105,144 sq m office and retail

Alfonso XI, Madrid 2,600 sq m offices

Pau Claris, Barcelona 2,800 sq m offices

Tratinox Zaragoza, 9,500 sq m warehouses









## GERMANY

#### **GERMAN PROJECTS**

Grafenbergerallee, Dusseldorf (above) 43,000 sq m offices Hahnstrasse 41, Frankfurt (top right) 9,561 sq m offices Herriots, Frankfurt (bottom right) 41,025 sq m offices Germany Tempelhoferweg, Berlin 65,000 sq m offices Gutleutstrasse, Frankfurt 2,000 sq m offices Ulmenstrasse, Frankfurt 2,200 sq m offices Ulmenstrasse, Stuttgart 8,781 sq m offices Olgastrasse, Stuttgart 8,781 sq m offices Boblingen Business Park, Stuttgart, 80,000 sq m offices Stresemannalle 4-6, Neuss, Dusseldorf, 18,236 sq m offices Dornhofstrasse 22, Neu Isenburg, 8,566 sq m offices Hahnstrasse 37-39, Frankfurt, 9,105 sq m offices Lyoner Strasse 13, Frankfurt, 20,983 sq m offices







## GERMANY

#### **GERMAN PROJECTS**

**Scweinfurter Strasse 3, Wüzburg (above)** 4,400 sq m medical and office building and hotel

**Circom, Hessenring 13A, (top and bottom right)** Mörfelden, 9,867 sq m offices

Circom, Hessenring 13 B, Mörfelden, 14,977 sq m offices Schluterstrasse, Berlin, 8,422 sq m retail office & residential Kronprinzstrasse 6-8, Stuttgart, 31,120 sq m retail, office, storage Essen Parkhaus, Essen, 802 space car park Bielefeld, Bahnhofstrasse 38, 9,022 sq m retail Erlangen, Rathausplatz 4, 5,581 sq m retail Hamburg-W, Wandsbeker Marktstrasse 1, 5,379 sq m retail Hamm, Bahnhofsplatz 5, 6,465 sq m retail Oberhausen, Markstrasse 84, 3,465 sq m retail Kirchgasse 47, Wiesbaden, 2,758 sq m retail,





office & residential



# NETHERLANDS/ AUSTRIA/ ITALY/ PORTUGAL/ GREECE

#### **NETHERLAND PROJECTS**

Apollolaan, Amsterdam (above) 18,600 sq m offices Hobbemastraat, Amsterdam 2,320 sq m offices Amsteldijk, Amsterdam 5,513 sq m offices Jan van Goyenkade, Amsterdam 2,522 sq m offices City Box, Arnhem 63,000 sq m storage

#### **AUSTRIAN PROJECTS**

Office Campus Gasometer, Vienna 93,000 sq m offices Concorde Business Park, Vienna 65,000 sq m business park

#### **ITALIAN PROJECTS**

Porto Allegro, Pescara 12,000 sq m urban entertainment centre Via Borgonuovo, Milan 7,000 sq m offices Via Fucini, Milan 1,860 sq m offices Via della Guastalla, Milan 2,600 sq m offices Linate International Business Park, Milan 6,500 sq m business park Malpensa, Milan 31.5 hectare business park

#### PORTUGESE PROJECTS

Pinheiros Altos, Algarve 101 hectare golf course, villas Reids Gardens, Madeira luxury residential Club VII, Lisbon, racquet health and fitness club

#### **GREEK PROJECTS**

Village Entertainment Park, Athens (below) 20,000 sq m urban entertainment centre





# POLAND/ HUNGARY/ CZECH REPUBLIC/ SLOVAKIA

#### **POLISH PROJECTS**

IBM Wisniowy Business Park, Warsaw (above) 22,000 sq m business park

#### **HUNGARIAN PROJECTS**

West End Centre, Budapest (top right) 194,000 sq m retail, entertainment, office and hotel complex Polus Centre, Budapest 59,510 sq m suburban shopping centre

#### CZECH REPUBLIC PROJECTS

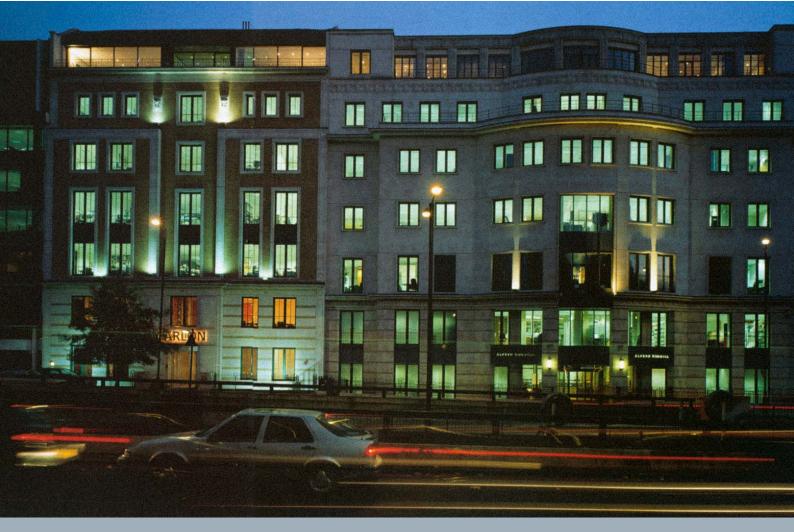
Olympia Shopping Centre, Brno (bottom right) 44,000 sq m retail and entertainment shopping centre Northpoint DB Distribution Park, Prague, 354,684 sq m distribution centre Southpoint D1 Distribution Park, Prague, 458,244 sq m distribution centre Westpoint Distribution Park, Prague, 60,401 sq m office & warehouse Ericsson Palace, Prague 2,085 sq m offices, retail & residential

#### **SLOVAKIA PROJECTS**

Polus Centre, Bratislava 51,000 sq m retail, enterainment and office complex







## UNITED KINGDOM

#### **LONDON PROJECTS**

21-27 Knightsbridge, London (above) 6,500 sq m offices No1 Poultry, City of London (top right) Clockhouse Place, Bedfont Lakes (bottom right) 10,470 sq m offices

Billingsgate, City of London (far right) 18,500 sq m offices Ropemaker Place, City of London 25,000 sq m offices Dowgate Hill House, City of London 2,780 sq m offices St Georges Court, City of London 7,450 sq m offices Bishopsgate, City of London 2,880 sq m offices Spitalfields, City of London 170,000 sq m offices Birchin Court, City of London 5,855 sq m offices Nightingale House, London W1 4,460 sq m offices Almack House, London, SW1 9,300 sq m offices Glengall Bridge, London Docklands 13,940 sq m offices Blackmoor, The Oldham Estate Company Portfolio Ltd, London, 11 office buildings and 1 shopping centre Riverside Racquet Centre, Chiswick, health & fitness complex









## UNITED KINGDOM

#### **OUT OF LONDON PROJECTS**

**Caledonian Land, Scotland (above)** 300 acre industrial estate **Fosse Park, Leicester (right)** 33,450 sq m retail park

Churchill Plaza, Basingstoke 12,550 sq m offices

Hines Meadow, Maidenhead 5,000 sq m offices
Post Office, Edinburgh 13,000 sq m offices
Botleigh Grange, Southampton 22,000 sq m business park
Sefton Park, Stoke Poges 10,550 sq m business park
Waterside Park, Bracknell 22,000 sq m business park
Ramada Hotel, Reading, 250 beds
Witan Gate, Milton Keynes 13,300 sq m offices
Guildford Business Park 25,100 sq m business park

The Peacocks, Woking 42,750 sq m shopping centre Piccadilly Plaza, Manchester 65,000 sq m offices, hotel & retail Washington New Town, Newcastle 40 hectares of industrial estates

Hereward Cross, Peterborough 7,800 sq m retail

Capital Tower, Cardiff 7,435 sq m offices

**Hodge House,** Cardiff 12,732 sq m offices **Thorpe Industrial Park**, Egham 30,000 sq m industrial park

Bluewater, Kent 150,000 sq m shopping centre

Fareham Shopping Centre, Fareham 30,000 sq m shopping centre





# USA

#### **USA PROJECTS**

**Stouffer Hotel and Hartsfield Centre (above)** 400 room hotel & 13,940 sq m offices

**Pine Street, San Francisco** (right) 20,900 sq m offices **Symphony Towers, San Diego** (far right) 92,900 sq m offices, hotel and symphony hall

Somerset Court, Waltham, MA 6,040 sq m business park North Michigan Avenue, Chicago 5,580 sq m retail Trinity Lake, Greensboro 46 hectare residential development





### **OCCUPIERS**

ABN Amro Bank

Alcampo Alcatel Aldi

Asprey (Mappin & Webb)

AT&T

Atlantic Richfield

**Atlantic Southeast Airlines** 

Bank of America Blue Circle Industries

**BMW** 

**British Airways British Telecom** Cap Gemini Cinesa Citibank Citroen

Colgate-Palmolive Co Cororange (London) Credis (Credit Suisse) Credit Lyonnaise Data General Delloite DIA

Electricite de France

Dumez

Elizabeth Arden

Ericsson

European Bank for Reconstruction and

Development European Cellars Fidelity Bank Ford Motors General Motors

Gibson Dunn & Crutcher

GlaxoSmithKline Hewlett Packard Hilton Hotels Hitachi **IBM** ICL Ikea

International Hotels

J P Morgan J Sainsbury

J Walter Thompson

**KPMG** 

Marks and Spencer

**McDonalds** MediaMarkt Mercantile Group

Mercury Communications Merrill Lynch International

Midland Montagu

Norauto

Nortel

Northern Telecom O'Melveny & Myers

Point P

Prudential Assurance Ramada Corporation

Rediffusion **Reuters Holdings** 

Sage SAP Siemens

Societe Generale

Sprinter

State of California

Supersol

The Chase Manhatten Bank

The Post Office Thorn EMI Thyssen UCC Cinema

**UK Government PSA** 

Unilever

**US** Government GSA

Walt Disney

Wellcome Foundation

Whitbread Xansa Xerox

## Colpha Real Capital India

## **INVESTORS**

AIG

Amiya Capital Apollo Real Estate

**Bluecrest Capital** British Aerospace

Caisse des Depots

Cheyne Capital Management

Citigroup Clareville Costain Group Credo Capital

Deutsche Bank **Duke University Eagle Star Insurance**  English/Scottish Industrial Estates

**EPIC Group** 

G E Capital Gabetti Trading, Italy

GLG

Goldman Sachs

Peat Group Hansa Capital

**IPGL** 

Modal

Moore Europe Capital Management

Nestle USA (Stouffer Hotel Corp)

New Court Property Fund

NM Rothschild

Och-Ziff

Ohio, The State of

Ontario Municipal Employees

Pelham Partners

PGGM

Pictet (Geneva)

Prudential Assurance

**OVT** 

Reading County Council

Rolls Royce Scottish Amicable Scottish Life Shell Pension Fund Sun Alliance

Thyssen Rheinstahl TIAA-CREF

**UBS** Asset Management













HEAD OFFICE UNITED KINGDOM 124 Sloane Street, London SW1X 9BW T: +44 (0)20 7591 1637 F: +44 (0)20 7730 8482 E: info@alpharealcapital.com

HEAD OFFICE INDIA BANGALORE 1132, 1st Floor 100 Ft Road HAL 2nd Stage Indiranagar Bangalore 560 038 T: +91 80 4045 2300

SINGAPORE Alpha Real Capital Singapore Pte. Ltd. 3 Phillip Street #18-00, Commerce Point, Singapore 048693

FRANCE 34, Avenue George V -75008 Paris T: +33 (0)1 56 89 05 50 F: +33 (0)1 47 23 61 21

LUXEMBOURG Alpha Pyrenees Trust Limited, 46A, Avenue John F. Kennedy L-1855 Luxembourg Luxembourg MUMBAI Unit F-8, The Plaza, Grand Hyatt Mumbai, Off Western Express Highway, Santacruz East, Mumbai 400 055

THAILAND 6th Floor, Maneeya Center Ploenchit Road, Lumpini, Pathumwan Bangkok 10330 T: +66 2 652 0674

SPAIN Alpha Galeon, Lagasca 26 28001 Madrid T: +34914262053

GUERNSEY Alpha Tiger Property Trust Limited PO Box 282, Regency Court, Glategny Esplanade, St Peter Port, Guernsey, GY1 3RH

## **C**Ipha Real Capital