



A COMMERCIAL PROPERTY
INVESTMENT COMPANY
IN THE CEE REGION

NOVEMBER 2022

LHI AT A GLANCE

CEE COMMERCIAL PROPERTY INVESTMENT PLATFORM

€ 27m
HEADLINE RENT

€ 350m
AUM

150 000
GLA IN M²

98%
OCCUPANCY

5
OFFICE ASSETS

- Lion's Head is the owner of sustainable high quality, income producing commercial properties in the CEE region
- The company focuses on prime offices leased to global blue-chip tenants in Romania and Bulgaria
- Currently expanding into the logistics sector
- Established in 2017 as a JV between AG Capital and OM Property



COMPANY INFORMATION

CORE OFFICE ASSETS LOCATED IN CEE CAPITAL CITIES

Registered Company Name	OREGON PARK ONE SRL
Fiscal Code	RO32606200
Registration Number	J40/15645/2013
Date Formed	19.12.2013
Principal Business Address	Sos. Pipera 46D-46E-48 CORP C Et. P Ap. U. E-05 Cod 020112
Contact Name	Alina Necula
Contact Details	anecula@lhinv.eu ; +40 728 109 907
Website	www.lhinv.eu
Affiliated Companies	Please see scheme below
Country Of Operations	Romania
Ownership	LION S HEAD INVESTMENTS AD (BULGARIA)
Ultimate Ownership	AG CAPITAL (BULGARIA) OLD MUTUAL LTD (SOUTH AFRICA)

INVESTORS

LEVERAGING AG CAPITAL'S LOCAL PLATFORM BACKED BY OLD MUTUAL PROPERTY



A Bulgarian investment group of companies with real estate development, investment and asset management capabilities in the CEE region

Excellence in real estate for 30 years

1000+ professionals

15 years of asset and property management experience with institutional and private investors

AG Capital has established some of the most reputable real estate brands in Bulgaria and Romania

2 companies focused on office and residential development
1 company focused on NPL and distressed asset investment and management

Strategic partnerships with: Apollo Global Management, EBRD, IFC (World Bank Group), CLS Holdings



A leading South African property investor and developer of landmark shopping centres, office buildings and industrial parks

40 years of experience in property investment and development

€ 1.4b commercial property portfolio in South Africa, UK, CEE, Kenya

Owner of some of the largest shopping centres in South Africa such as: Gateway, Riverside, Cavendish Square

Track record with development of industrial parks and major office buildings in South Africa's key cities

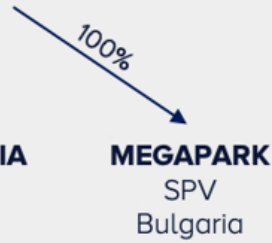
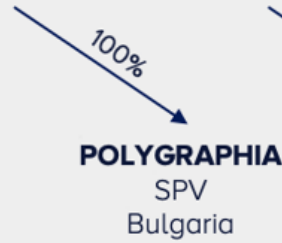
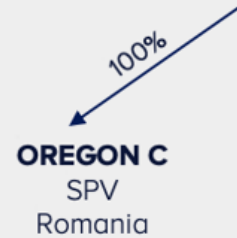
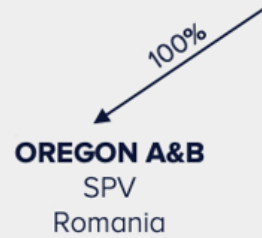
Part of Old Mutual Group, € 4b market cap financial conglomerate, listed on JSE

€ 53b of AUM within the Old Mutual Group

CORPORATE STRUCTURE

ON THE GROUND PRESENCE IN BUCHAREST AND SOFIA

INVESTMENT COMPANY



ASSET MANAGEMENT COMPANY



REPRESENTATIVE OFFICE

- CAPITAL RAISING •
- INVESTOR RELATIONS •
- GLOBAL TENANTS
- LONDON

CORPORATE HQ

- ACQUISITIONS • ASSET
- MANAGEMENT • FINANCE &
- REPORTING • LEGAL, IT & ADMIN
- SOFIA

LOCAL OFFICES

- ASSET & PROPERTY MANAGEMENT •
- LEASING • TECHNICAL OPERATIONS •
- ACCOUNTING
- SOFIA & BUCHAREST

BOARD

A BLEND OF INTERNATIONAL AND LOCAL REAL ESTATE EXPERTISE



SAKINA NOSARKA
 Chairman of the board

Sakina is the CEO of Old Mutual Property, previously Head of Retail.

She has 20 years of experience in commercial real estate focusing on development and management of Retail properties.

She has been with the Old Mutual Group for over 15 years and has been Head of Retail of Old Mutual Property for 5 years. Prior to that, she took various positions in the company.

Sakina holds degree in Property from the University of Cape Town.



CHRISTO ILIEV
 Chief Executive Officer

Christo is the founder of Lion's Head Investments.

He has over 25 years of real estate experience and extensive entrepreneurial track record. Over his career he has created, acquired, and sold numerous property businesses.

He is also the founder and Executive Chairman of AG Capital. Christo holds the prestigious role as the Honorary Consul of the Republic of Mauritius in Bulgaria. He holds a PhD in Real Estate Investment and an executive degree from Harvard Business School.



NEIL REDELINGHUYLS
 Board Member

Neil has over 20 years in real estate focusing on investments, developments and asset management.

He is Head of Commercial and Industrial property at Old Mutual Property, responsible for new business development, asset management and board representation on various JV boards.

Neil holds degrees in Accounting and Financial Management, and Quantity Surveying from the University of Cape Town.



DOBRIN STAIKOV
 CFO & Head of Capital Markets

Dobrin has over 20 years experience specialising in capital markets and structured finance.

He led equity and debt transactions for a combined 15 years at EBRD and Deutsche Bank. At EBRD he started the distressed asset / non-performing loan practice. He also worked on numerous IPOs and trade sales. At Deutsche Bank he spearheaded their structured finance in CEE.

He also worked for 5 years in Audit and Transaction Services at PwC becoming a UK Chartered Accountant Dobrin holds an MBA from INSEAD.



HEIN SMIT
 Board Member

Hein has over 40 years of experience in real estate with a focus on investments, developments and asset management.

He served as the CIO of Old Mutual Property and is still an advisor to the company.

He has been instrumental in driving the investment into Lion's Head.

Hein is the former CEO of Oryx Properties a joint stock company listed on the Namibian Stock Exchange.

SENIOR MANAGEMENT

A BLEND OF INTERNATIONAL AND LOCAL REAL ESTATE EXPERTISE



TANYA K.-BOSHOVA
 Managing Director

Tanya Kosseva-Boshova, MRICS has 20 years of experience on the SEE commercial property market. She is a founder and chairperson of the Association of Commercial Buildings Owners in Bulgaria.

She acted as partner and managing director of Colliers International and Landmark Property Bulgaria, two leading property companies in the country.

Tanya graduated from the American University in Bulgaria with Honors with double major in Applied Economics and Business Administration.



ALINA NECULA
 Director, Romania

Alina has more than 15 years of experience in Real Estate, focusing on Asset Management, Commercial Management and Real Estate development. Her expertise includes multiple office and logistics projects and coordination of strategic business units in retail and residential markets.

Prior to joining Lion's Head, Alina was part of the Commercial and Asset Management teams of Globalworth and Immofinanz.

Alina holds and EMBA from the Maastricht School of Management and a BA in Law & Economics from the University of Bucharest.



VLAD GURDJIEFF
 Director I&L

Vlad is a seasoned veteran with over 15 years of experience, mainly in the industrial and logistics asset sector.

Before joining Lion's Head, Vlad established and managed the Bulgarian subsidiary of CTP – one of the largest and most active developers of industrial and logistics space in CEE.

Prior to that, he was a partner and headed the industrial division of Cushman & Wakefield Forton.

He holds a MA in Finance and BA in Commerce from the University of National and World Economy, Sofia.



ALEXANDER PAVLOV
 Finance Director

Alexander has more than 20 years of experience in accounting and finance. He was with the audit practice of KPMG Bulgaria for 16 years.

Alexander's expertise includes auditing, financial reporting, due diligence, GAAP conversion activities obtained in senior roles as Head of the Bulgarian office of Luxembourg Outsourcing Partners and Ferris AMC.

Alexander holds a MA in Economics from University of National and World Economy, Sofia and BA in Business Administration from Thames Valley University, London. He is a fellow member of ACCA (FCCA)



DIMO STAYKOV
 Senior Legal Counsel

Dimo has over 10 years of experience as a corporate lawyer, as well as 6 years as lawyer in DGKV, one of the top three Bulgarian law firms, prior to joining Lion's Head.

Robust legal experience in the fields of international M&A, Private Equity, Structuring of Real Estate and Project Finance Transactions, Construction (FIDIC), Banking and Finance, Structured Finance, Syndicated Lending, Financial Regulatory Compliance.

Dimo has a Master of Law from Sofia University.

BUCHAREST TEAM

A BLEND OF INTERNATIONAL AND LOCAL REAL ESTATE EXPERTISE

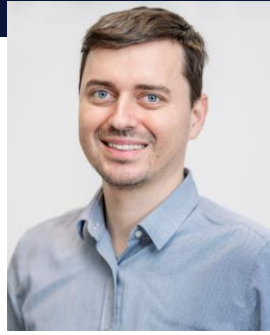


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RADU TAR
 Property Manager,
 Romania

Radu has professional real estate experience with Veolia and Globalworth.

At Lion's Head he is responsible for managing the process of delivery property and project management services to the tenants of Oregon Park. He is coordinating the day-to-day operations of facilities, introducing, and maintaining international best practices for service delivery and in compliance with laws and regulations.

Radu holds an Engineering degree from The Technical University of Civil Engineering in Bucharest.



SIMONA STOICA
 Facility Manager

Simona has more than 14 years of experience in property and facility management, mainly with Coral Construct companies.

Her expertise includes project handover and take-over processes and technical management, especially preventive and reactive maintenance.

At Lion's Head, she is responsible for the facility management processes.

Simona holds a degree from the University of Bucharest, in Environmental Sciences and a degree in International Commercial Relations from the Romanian-American University in Bucharest.



CRISTIANA PĂTRU
 Corporate Affairs and
 Communications Manager

With more than 15 years of experience in the fields of Cultural Diplomacy, Financial management and Communications, Cristiana has an active role in positioning Lion's Head and Oregon Park brands on the market as well as developing and maintaining high-profile communication with business associations and NGOs, and tenants.

Cristiana holds a degree in International Relations and European Studies, and multiple certifications in financial expertise, project management and communications.



ANDREEA ALEXE
 Financial Controller

Andreea has more than 19 years of experience in Accounting and Financial management, focusing on Financial and Economics management in the real estate and constructions industry.

Before joining Lion's Head, she worked with multiple construction companies that developed projects directly with the investors.

Andreea holds a degree in Economics from The Academy of Economic Studies in Bucharest and a Master's degree in Finance & Banking Management.



MIOARA BANU
 Chief Accountant
 Romania

Mioara has more than 15 years of accounting and finance experience in the real estate industry.

Before joining Lion's Head, she worked at CPI Property Group / Immofinanz Group, as Financial and Reporting Supervisor.

Mioara holds a degree in Accounting and Management Information Systems and a Master's degree in Financial Accounting Audit from The Academy of Economic Studies in Bucharest. She is a Certified Chartered Accountant.

OREGON PARK

ACTIVE ASSET MANAGEMENT
BUCHAREST, ROMANIA

Building Improvements:

- BREEAM Excellent
- WELL (in progress)
- Supply of renewable electricity only
- LED lighting
- Electric cars charging stations - free for all tenants
- Optimized traffic controls
- Upgraded BMS software to monitor utilities consumption

