



PSR
Brownfield Developers

*The European City Urbanization and Architecture,
Security and Finance*

Sophia, BG

Transferring Liabilities into Assets

- What are brownfields
- PSR's solution
- Sustainable development, an example

Transferring Liabilities into Assets

Brownfield Definition



Brownfields are *contaminated* and therefore *abandoned* or *underused real estate assets*, however *with a real development potential*

- Old industrial facilities (chemical, petrochemical, production,...)
- Former public infrastructure (railroads, harbors, gas production)
- With a good location
- Mostly well connected
- But abandoned because contaminated

Transferring Liabilities into Assets

Problem Definition



- Environmental / ecological hazards
- Threat to nature
 - Toxic waste
 - groundwater pollution
- Unused land and/or buildings
 - Derelict city blocks
 - Unused economic potential

Transferring Liabilities into Assets

The Brownfield Solution



An integrated approach, based on:

- Acquisition of the real estate
- With the environmental problems (before clean-up)
- Full risk transfer
 - Cost uncertainties
 - Timing risks
 - Tax risks
 - ...

Transferring Liabilities into Assets

The Brownfield Solution



An integrated development = alignment of

- Demolition works
- Soil remediation (excavation)
- Groundwater remediation
- Infrastructure works
- Construction works
- Communication
- Commercialization
- Legal procedures
- Financing
- Fiscal optimization

Transferring Liabilities into Assets

PSR Brownfield Developers



- Founded in 1999
- Market Leader in Western Europe in Brownfield Development
 - 200.000 m² under development in Western Europe
 - multi-use - retail
 - residential
 - industrial parks
 - 300 Ha in acquisition phase
 - International team with 20 experts
 - New office in Central Europe (Prague) and Eastern Europa (Sophia)

Transferring Liabilities into Assets

PSR Brownfield Developers



What we do:

- Due diligence
- Deal Structuring
 - Take over and finance the property
 - Additional investigations
 - Establish remediation strategy
 - Establish redevelopment plans
 - Negotiations with governments and administrations
 - Demolition
 - Remediation works
 - Infrastructure works
 - Construction works
- Exit

Transferring Liabilities into Assets

PSR Brownfield Developers



PSR = Professional, Sustainable, Reliable

- DEVERA Sicar SA: investment fund with initial capital of 50.000.000 €
- Multi-skilled team
 - Business development
 - Real estate
 - Environmental
 - Project management
 - Legal department
 - Finance and accounting

Transferring Liabilities into Assets

Brownfield development



From Tar factory to Sustainable Business Park

Lummerzheim & Co

Transferring Liabilities into Assets

Facts



74.000 m²

Ghent Harbour Area

Started in 1870

Nearly Bankrupt in 2005

Transferring Liabilities into Assets

PSR s SOLUTION



Integrated development

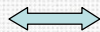
✓ Saving the company

- Share deal before bankruptcy
- Take-over outstanding dept
- Equity injection
- Crisis management
- Financial restructuring



✓ Concept & Strategy

Environment

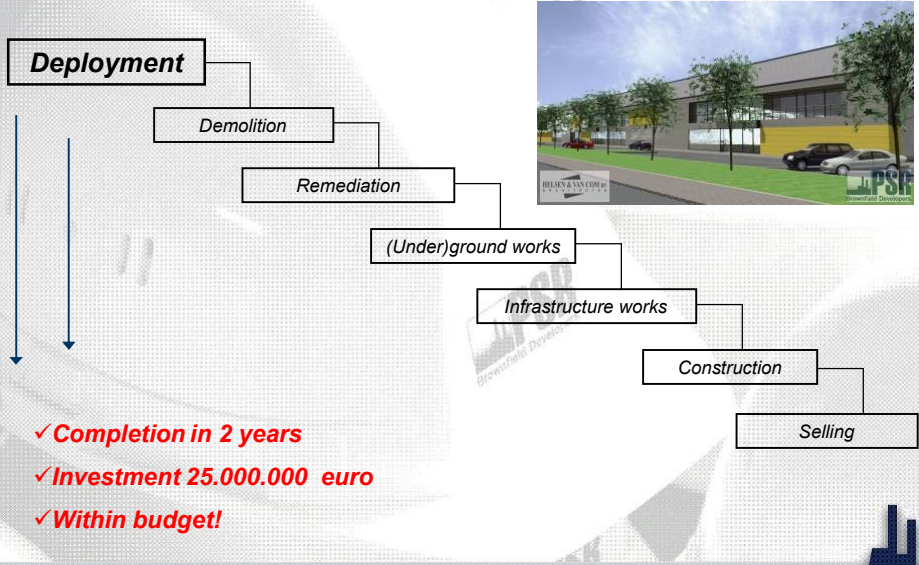


Real estate

- | | |
|-----------------------------|---------------------------|
| ➢ Additional investigations | ➢ Market study |
| ➢ Remediation strategy | ➢ Development strategy |
| ➢ Negotiations government | ➢ Negotiations government |
| ➢ Remediation plan granted | ➢ Building grants |

Transferring Liabilities into Assets

LUMCO SITE



Transferring Liabilities into Assets

The brownfield



Transferring Liabilities into Assets

Contamination

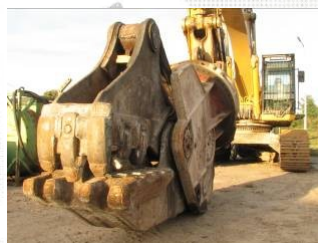


35 m deep
250 m far



Transferring Liabilities into Assets

Demolition works



Transferring Liabilities into Assets

Development plan



Transferring Liabilities into Assets

Construction Works



Transferring Liabilities into Assets

Result



Sustainable business park:

- *Company saved*
- *74.000 m² redeveloped land*
- *8.500 m³ cleaned soil*
- *15 years of groundwater treatment*
- *42.000 m² new warehouses and offices*
 - *7 small companies*
 - *5 national companies*
- *Green buffer and public park with cycling route*
- *Connection with train station and bus routes*

Transferring Liabilities into Assets