

DEAL OF THE YEAR IN PORTUGAL

C&W PT + JLL PT – PROJECT LIBERDADE (ADVISORY)



LOCATION:

Lisbon

SECTOR:

Offices

DATE:

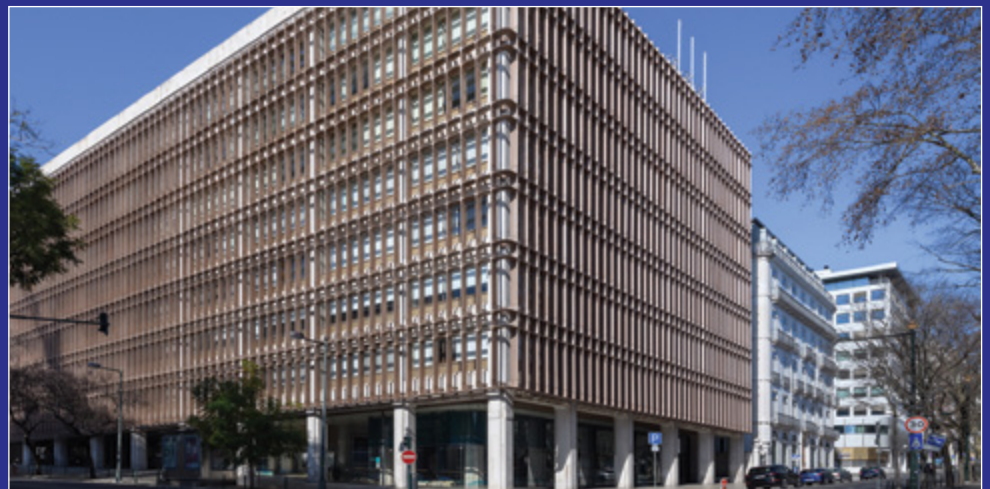
Q3 2022

BUYER:

Merlin Properties

SELLER:

Novo Banco



The "Project Liberdade" represents the sale and purchase of Liberdade 195, the historical HQ of Novo Banco in Lisbon. The vendor was Novo Banco, and the purchaser was the Spanish Socimi Merlin Properties.

This is a unique property, considering its privileged location (the largest corner building in Av. da Liberdade) and also its scale, excellent state of repair, very wide floorplans (in the context of Lisbon Prime CBD) and excellent floor-to-ceiling height. Additionally, both its location and its technical specifications provide flexibility for different uses – notably offices, hospitality or residential. This is the textbook definition of a "trophy asset", one that very rarely comes to the market and attracts the attention of a wide range of potential buyers.

Finding the right buyer was not an obvious process. Both the location and the building were

absolutely core; however, Novo Banco was due to leave the building vacant in less than 2 years, turning the profile of this opportunity essentially in value-add: after a short lease-back period, the purchaser would need to take full planning, refurbishment, and commercial risk. Additionally, the ticket size (over € 100M) was challenging for a part of the potential demand, that simply could not afford this investment volume.

A joint sale mandate was awarded to Cushman & Wakefield ("C&W") and Jones Lang LaSalle ("JLL"), and a structured sale process was initiated in April 2022. 125 investors showed interested and signed an NDA, converting into 33 received bids. Merlin Properties was finally selected to enter exclusivity and start due diligence, and a promissory contract was signed in August 2022. The final sale and purchase agreement was signed in September 2022.