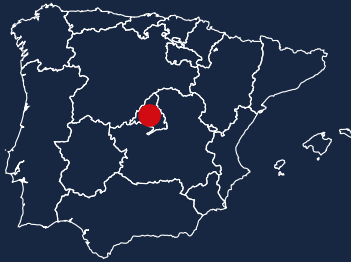


DEAL OF THE YEAR IN SPAIN

INVESTMENT  
AWARDS

# IBA CAPITAL PARTNERS — PRADO COMPLEX



LOCATION:  
**Madrid**

SECTOR:  
**Offices**

DATE:  
**Q2 2025**

BUYER:  
**IBA Capital  
Partners**

SELLER:  
**AXA IM Alts**

INVESTMENT:  
**€270M**

*value estimated by Iberian Property*

IBA Capital Partners' acquisition of the Prado office complex in Madrid stands out as one of the most sophisticated and structurally complex transactions executed in Spain in 2025, combining financial engineering, strategic positioning and execution capability in a single deal.

The transaction involved the corporate acquisition of a vehicle previously owned by a fund managed by AXA IM Alts, with a total portfolio value of approximately €300 million. At its core sits Prado, a prime office complex of nearly 60,000 sqm located in Méndez Álvaro, one of Madrid's fastest-growing business districts and a natural extension of the CBD. The asset is fully occupied by top-tier tenants including Amazon, the Madrid City Council and the Community of Madrid, generating a stable annual NOI of €15.8 million.

What truly differentiates this deal is its highly complex structure. Simultaneously with the share acquisition, IBA Capital Partners executed the disposal of three non-core assets—spanning logistics, land and alternative use repositioning—to different investors through back-to-back asset deals. This approach significantly reduced equity requirements and unlocked a transaction that

would otherwise have remained unfeasible for both buyer and seller.

The financing strategy was equally notable. In a challenging lending environment, the team secured a €150 million credit facility incorporating tailored hedging strategies aligned with investor return requirements, ensuring both income stability and flexibility throughout the business plan.

From an investment perspective, the deal offers a rare combination of Core+ risk and value-add upside. Acquired at an attractive c.7.5% entry yield and a low capital value of around €3,600/sqm, the asset presents clear reversionary potential, with rents estimated to be approximately 20% below market levels in a submarket characterised by strong demand and limited supply.

Beyond its financial metrics, this transaction is significant for what it represents: the return of large-scale office investment deals in Spain, underpinned by conviction in emerging CBD locations. It demonstrates how creativity in structuring, combined with deep market knowledge and execution discipline, can unlock value in complex situations.