



MARCOL

THE MARCOL STORY

MARCOL is an international investment house with a 45-year track record in equity investment and asset management

Terence Cole JOINT CHAIRMAN/CEO

Terence is the joint founder, conceptual and creative influence of MARCOL. He enabled, with his partner, for MARCOL to become the multi-billion pound international investment group it is today.

Terence is a true visionary and driving force in the group's expansion. He developed the core operating base and technical business to create centralised management of large cross border investments supported by a bespoke IT system that he commissioned.

Mr and Mrs Cole are patrons and benefactors to many charities.



Mark Steinberg JOINT CHAIRMAN/CEO

Mark is the joint founder of MARCOL and operational lead renowned for his intellect, deal-making skills and strong relationships. Mark's contact base, experience in funding and cross border deal management coupled with his speed of decision making, financial acumen and commercial sensibilities continue to be one of the cornerstones of the group's success.

MARCOL has evolved over 45 years into the successful and diverse private-investment business that it is today. MARCOL prides itself on long-term relationships with strong partners and puts its people at the forefront of its success.



SOME OF OUR KEY PEOPLE ▼

MARCOL, MARCOL Health, iSec, Chelsea Design Centre, Technology and Portfolio Companies



BRIAN COLE
Group CFO - MARCOL,
ACCA



STEVEN COLLINS
Director - City & General



PII KETVEL
CEO - MARCOL Europe



JULIE SZUDAREK
CEO - Atida
Former President of International Business at Groupm



NIGEL LAX
Founder/Director - iSec,
MRICS Europe



JONY WHITTINGHAM
CEO - iSec, MRICS



PATRICK HAAG
Head of Finance and
Operations - MARCOL
Europe



REBEKAH TOBIAS
Head of Business
Development - MARCOL,
MRICS



ROBERT BROCK
Senior Surveyor/ Director -
MARCOL, MRICS



CHRIS WAGSTAFF
Senior Asset Manager -
MARCOL, MRICS



VICTORIA BOXALL-HUNT
Group Operations
Director - MARCOL



DEREK COLVIN
Group CTO - MARCOL
*Former Head of Technology,
Strategy & Digital at the BBC*



PETER MCCLUSKEY
Director - iSec, MRICS



RUPERT WOOD
Head of Strategic Land -
iSec, MRICS



WATKIN SAMUEL
COO - iSec



ROMAIN WEBER
Investment Manager -
MARCOL



CLAIRE GERMAN
Managing Director -
Chelsea Design Centre
*Former Publishing Director
of House & Garden, Conde
Naste*



ANTONY BURNS
Senior Asset Manager -
Chelsea Design Centre,
MRICS



ED RADKIEWICZ
CEO - MARCOL Health
London
*Former Global MD at
Optum (previously United
Health Group)*



MARK CROWLEY
Senior Investment Associate
- MARCOL



DAVID BANNERMAN
Director - MARCOL
Europe, MRICS



RANJAN SINGH
CEO - HealthHero
*Former Digital Operating
Partner at Penta Investments
& Co-founder of isango!*



ALUN BAKER
CEO - GoodShape
*Former leadership at Oracle,
Tibco software and Accenture*



TOM PEACOCK
COO - Alltime
Technologies

MARCOL HEALTH

Nurturing innovative platforms to solve healthcare's biggest challenges



MARCOL Health; a division of MARCOL, invests in and develops businesses that apply technology and digital solutions to address the world's biggest healthcare challenges of access, cost and quality. By identifying proven business models and providing the necessary capital, operational expertise and strategic guidance, the businesses are evolved into international platforms of scale.

MARCOL Health's goal is to enhance traditional models of healthcare services, to achieve a balance in care delivery that works well for patients and healthcare professionals alike.

Following a three-step process designed to deliver returns for its investors MARCOL Health turns pioneering propositions into global platforms. Firstly, local companies with proven solutions are identified, then the businesses are evolved into scalable enterprises and finally, growth is accelerated and international expansion takes place.

www.marcolhealth.com

HEALTHCARE PORTFOLIO

HEALTHHERO

HealthHero brings together human expertise and digital convenience to provide access to a full spectrum of quality remote healthcare services to over 22 million individual lives and currently operates in United Kingdom, Germany, Republic of Ireland and France.

ATIDA

Atida is an online health ecosystem that is transforming the landscape of health and well-being across Europe.

With online pharmacies and parapharmacies across nine countries and millions of customers, Atida is providing Europeans with a trusted and personalised health ecosystem that caters to both proactive and curative needs.

GOODSHAPE

GoodShape is a pioneer in workforce health management. With its unique hybrid of clinical expertise and advanced digital services, it offers organisations – from FTSE 100

companies to NHS Trusts – a proven solution for staff wellbeing and productivity.

GoodShape provides unrivalled insight and objective data to help organisations truly understand the issues affecting employee wellbeing at a national, corporate, and personal level.

MEDNEO

medneo is an innovative diagnostic-imaging operator solution, offering its customers (physicians, hospitals, research institutes) fully equipped diagnostic-imaging platforms, including the entire non-medical operation and management of the diagnostic value chain, resulting in a reduction in cost and an increase in quality. Customers buy clinical images instead of medical equipment.

MEDIAN KLINIKEN

MARCOL Health and Advent International bought 27 hospitals in Germany in 2009 to support its expansion. In 5 years the number of clinics, beds and personnel was almost doubled and the business was sold in 2014.



INVESTMENT

MARCOL has a 45 year track record in international real estate as owner, operator, developer, asset manager and joint venture partner. It has owned and managed portfolios across all real estate sectors, including industrial, residential, leisure, retail, hotels, offices as well as mixed-use throughout Europe.

It has always been proactive in its approach to enhance values by conceptual engineering of assets and portfolios and applying the investment and focus required to increase overall profitability. MARCOL is proud to have built a strong reputation for being discreet, reliable, decisive and innovative.



ASSET MANAGEMENT

MARCOL with its core team of 115 professionals (excluding portfolio companies) has extensive experience in management of assets, during both growth and recessionary periods, held in specifically created tax efficient structures generating and sustaining value for its stakeholders and joint venture partners. Since inception it has transacted billions across Europe including a number of large, complex transactions.

In addition to its own substantial property portfolio, MARCOL provides third party asset management and advisory services across the real estate industry with four offices in Europe. A bespoke IT system, hosting service and systemised accounting facility have been specifically designed to allow standardised asset management reporting and analysis and enable constant access to information in real-time.

MARCOL uses the same entrepreneurial style to managing third party assets as with its own, driving value through active, hands-on asset management, deep-rooted knowledge and understanding of European markets, long standing track record and a flexible, nimble approach.



CHELSEA DESIGN CENTRE

AN EXAMPLE OF CONCEPTUAL, INTELLECTUAL ABILITY

Chelsea Harbour Estate was acquired by MARCOL in 2003 through a public to private transaction. The Estate, comprising 17 acres of freehold land fronting the River Thames in London, provides a mix of uses including office and retail trading space, a five-star hotel, a marina for 80 yachts, parking for 1,000 cars and 350 private high-end residential apartments. It was underperforming at the time of acquisition and had significant voids and dilapidated space. MARCOL created unique strategies to increase rents and fill vacancy space resulting in a 500% increase in rental values and reduction in vacancy from approximately 40% to less than 2%.

At the epicentre of the Estate is the Design Centre, the largest interior design retail and trade centre in Europe (currently 250,000ft² / 23,200m² including offices at Harbour Yard growing to in excess of 325,000ft² / 30,200m²) and home to 120 showrooms and over 600 of the world's most prestigious luxury brands.

MARCOL undertook the design and implementation of a multi-million pound refurbishment, raising its profile by rebranding and remarketing the Estate and opening Design Club, an exclusive private-members' club offering design professionals a base in which to work, rest or entertain clients.

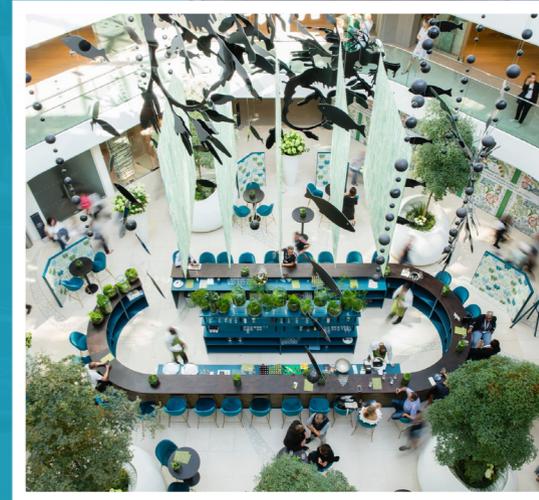
To meet the overwhelming demand from the global design community a 12,000ft² (1,115m²) internal exhibition space has been created to allow curated luxury events, connecting the iconic Domes to Design Centre East and featuring an impressive ceiling height of 14 metres. The Design Centre's new status as a world class event space has attracted an impressive occupier base with a long waiting list

www.dch.co.uk

'Treasure trove' - Vogue

'The interior-design world's Mecca' - Vanity Fair

'Europe's flagship for design and decoration' - House & Garden



Over 350% increase to overall value

Gross Rental Values increased by over 500%

Vacancy rate reduced from 40% to less than 2%

UK PORTFOLIO

CGIS GROUP

A portfolio funded by debenture loan stock was acquired by MARCOL company CGIS in 2001 from Burford Group. The portfolio comprised three core assets in Glasgow and Birmingham plus 16 smaller assets located throughout the UK.

Through opportunistic trading and hands-on asset management, the value of the portfolio increased by 114% during MARCOL's ownership from £140 million to disposal at circa £300 million (break-up value). The resulting increase in equity through the sales process enabled CGIS to acquire higher quality assets predominantly in London, including the iconic Grade I listed Royal Exchange in the heart of the City (pictured) and the Grade II listed Savoy Court, leading to enhanced growth and capital gain.

iSec

iSec is a leading real estate investment company employing 30 people in six offices across Europe. iSec manages, via its dedicated in-house property management function, in excess of 850,000m² of industrial, logistics and commercial real estate assets: 266,000m² in the UK and 586,000m² in Europe.



iSec also controls, via its strategic land platform, in excess of 1,350 acres of land in the UK with a developable pipeline for industrial, logistics and residential assets of in excess of 750,000m² and a gross development value of in excess of £1bn. This includes Thames Enterprise Park at London Gateway which is a 450-acre site acquired in 2018 in joint venture with the UK's largest private company, Greenergy, and which is one of the largest regeneration projects in Europe.



www.isecgroup.uk

EUROPEAN PORTFOLIO

INDUSTRIAL SECURITIES

SPEAR PORTFOLIO

In 2005, Luxembourg-based Industrial Securities Europe formed a JV to invest a fund of up to €1 billion in warehouse, logistics and industrial business parks across Europe. During its ownership, the income increased by 28% through active management and in-depth relationships with 360+ tenants, providing a highly diversified income stream.

In 2014, the portfolio was restructured with Marathon which involved further acquisitions and disposals. The remaining sub-portfolios were sold to Blackstone in 2018 for circa €500 million, comprising of 93 assets in France, Germany, the Netherlands and Belgium with a rent roll of €37 million over 650,000m² of lettable space. MARCOL continue to manage the portfolio on behalf of Blackstone.

The Spear Portfolio, as it was known, represented an investment in the real estate infrastructure of Europe's largest economies. The investment strategy focussed on assets that support the supply chain, trade and export activities, located in established



in-fill supply constrained markets which benefit from strong market fundamentals, lack of land available for development, and near record low vacancy rates.

22.7%
Blended IRR
across sub-portfolios
Mistral 1 & 2
and Aberdonia

www.industrial-securities.eu

SOME OF OUR BRANDS

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