

# Company Overview





## About SCD Group

SCD Group is one of Hungary's most dynamically growing real estate development and private equity companies, which to date has developed a total of 200.000 square meters of residential, commercial and leisure properties with a total investment value in excess of EUR 250 million – this includes over 1000 apartments and commercial units, three four-star thermal hotels and one of Hungary's largest aquaparks.

SCD Group's goal is to become a prominent real estate developer and investor company in Central Europe, and to this end, the company has begun expanding in Romania first among the neighbouring countries.

One of the defining elements of SCD's strategy is conducting investments by involving leading international institutional investors that specialize in the real estate sector. Over recent years, SCD has founded joint ventures with two internationally renowned groups. SCD is realizing the largest tourism development programme of the CEE region with the Irish-owned Quinlan Private, and its Romanian projects together with Fabian Romania, a fund listed on the London AIM.

In the recent past, SCD became well known in the area of Hungarian real estate financing as well. SCD founded a joint leasing company in cooperation with the largest Hungarian credit institution, OTP Bank. OTP Bank bought out SCD's share in the company in 2006.

As a private equity investor, SCD has had significant interests in the Hungarian construction industry, as well as in the cash&carry sector during the previous eight years. The company sold these investments which were not directly related to its primary profile in 2007 and 2008.

## **1.9 million square meters of development land**

700 000 – 900 000 square meters of buildable area

SCD Group's portfolio consists of premium location plots, which offer unique opportunities for developing hotels, office buildings, commercial as well as residential properties around Lake Balaton, Europe's largest freshwater lake and Budapest. In addition, the company is building a shopping center, offices and a parking building in Hungary's second largest city, Debrecen, and is furthermore developing residential properties in Oradea and Satu Mare of Romania.

One of the most significant investments of SCD is the Balaton Development Programme, through which a new, world-class European tourist destination will be created on 1.7 million square meters. The company, in cooperation with Quinlan Private Group, is developing hotels, vacation villages, villa parks, apartment hotels, and tourist entertainment establishments on lakeshore properties stretching over a total of 9 kilometers.

SCD Group is launching its first investments in the CEE region in Romania, building 388 residential units. In Oradea, and 165 residential units in Satu Mare. Fabian Romania Property Fund is SCD's JV partner in realizing these developments.

## Real estate development references

### Leisure developments

- 1 Club 218 – Apartment Building and Apart Hotel – Siófok, 218 units
- 2 Aqua Park – Kaposvár, 3600 square meters
- 3 Hotel Répce Gold – 4 star hotel – Bükkfűrdő, 193 rooms, wellness and conference facilities
- 4 Hotel Pelion – 4 star hotel – Tapolca, 228 rooms, wellness, sports and conference facilities
- 5 Hotel Aqua Sol – 4 star hotel – Hajdúszoboszló, 142 rooms, wellness and conference facilities
- 6 Hotel Fagus – 4 star hotel – Sopron, 294 rooms, wellness and conference facilities

### Residential developments

- 7 Cédus Park – Veszprém, 273 units
- 8 Martini House – Budapest, 24 units
- 9 Bükkfűrdő Apartment House – Bükkfűrdő, 166 units

### Commercial and mixed-use developments

- 10 Cash&carry – Retail/logistics – Győr, 6000 square meters
- 11 Alba – Mixed-use development – Székesfehérvár, 86 residential and 10 commercial units
- 12 Nagyerdő – Residential house and university department – Debrecen, 14 apartments, and foreign language centre
- 13 Árkád – Mixed-use development – Hajdúszoboszló, small shopping center, and 44 residential units
- 14 Ménesi House – Office building – Budapest, 4000 square meters



## Real estate development references

### Leisure developments



#### **Club 218 - Apartment building & apart hotel – Siófok, Hungary - 2007**

The EUR 15.8 million waterfront development project comprises 218 apartments and 1,000 sqm of commercial area. Each unit was sold before completion. Typical buyers were upper-medium and high income Hungarians (as a second home) and foreigners (as an investment) who are attracted to the project by the waterfront location, the panoramic view from all apartments and the wellness area built within the complex.



#### **Aqua-park – Kaposvár – 2006**

The EUR 5.97 million development was constructed for the municipality of Kaposvár. With a total water surface extending over 3,300 sqm is one of the largest aqua-parks in Hungary.



#### **Hotel Répce Gold - 4-star hotel – Bükfürdő, Hungary – 2004**

The EUR 14.0 million development project comprising 193 rooms, wellness and conference facilities was completed, leased and subsequently sold in 2004 to Hunguest Hotels, the second largest Hungarian hotel operator. The hotel was built on time and within budget and commanded significant non-refundable government development funds.



#### **Hotel Pelion - 4-star hotel – Tapolca, Hungary – 2003**

Completed in 2003, the EUR 16.0 million development project was leased and subsequently sold to Hunguest Hotels, the second largest Hungarian hotel operator in 2004. The development comprises 228 rooms, significant wellness, indoor and outdoor sports facilities, conference facilities and a direct connection to the cave under the hotel, the extremely clean air of which is famous for its curative powers for asthma and other lung diseases. The hotel was built on time and within budget and commanded significant non-refundable government development funds.



#### **Hotel Aqua Sol - 4-star hotel – Hajdúszoboszló, Hungary – 2002**

Completed in 2002, the EUR 8.0 million development project comprising 142 rooms, wellness and conference facilities and a direct connection to the well-known public thermal bath of the city was leased and subsequently sold to Hunguest Hotels in 2003, the second largest Hungarian hotel operator. The hotel was built on time and within budget and commanded significant non-refundable government development funds.

## Residential, commercial and mixed-use developments



### **Cédrus Park – Veszprém, Hungary – 2007**

The EUR 11.9 million development project comprises 273 apartments. With the construction process completed, the project was sold to a strategic investor in 2007.



### **Martini House – Budapest, Hungary – 2002**

The EUR 1,6 million development project comprises 24 residential and 2 commercial units and was completed in 2002.



### **Cash&Carry – Győr, Hungary – 2007**

The greenfield 6000 sqm cash&carry outlet has been developed for Interfruct with additional areas leased for other retail tenants. The EUR 3 million development was sold upon completion to Dawnay Day.



### **Alba – Székesfehérvár, Hungary – 2004**

The EUR 4.7 million development project comprising 86 residential and 10 commercial units was completed in 2004. Each unit was sold upon completion.



### **Nagyerdő – Debrecen, Hungary – 2002**

The EUR 1,4 million development project comprising 14 apartments and a foreign language centre of the local university was completed in 2003.



### **Árkád – Hajdúszoboszló, Hungary – 2002**

The EUR 3.9 million development project comprising a small shopping center and 44 residential units was completed in 2002, each unit was sold.

## SCD GROUP MANAGEMENT

Mr. Gellért Jászai / Chairman of the Board

Mr. Jászai is the founder and majority owner of SCD Group. He has amassed professional experience in real estate development around Central Europe. Before launching SCD, he was managing partner of Gordon & Webster Real Estate Consultancy Ltd. In his previous position, he advised Plaza Centers' Hungarian real estate developments.

Mr. Gábor Tomcsányi / Chief Executive Officer

Mr. Tomcsányi joined SCD Group in 2001, as Director of Project Financing. He was appointed to the position of CEO in 2005. Mr. Tomcsányi has 12 years of professional experience in real estate development and project financing. Before joining SCD, he was a Senior Manager in the Project Finance Division of CIB (the Hungarian subsidiary of Banca Intesa).

Mr. Zsolt Wrábel / Head of Investments and Financing

Mr. Wrábel joined SCD Group at the beginning of 2005 as CEO of SCD Leasing. He was appointed to his current position in 2006 after SCD Leasing was sold to OTP Bank. He has 12 years of professional experience in real estate financing. Before joining SCD, he worked for the Hungarian Foreign Trade Bank (the Hungarian subsidiary of Bayerische Landesbank) for nearly 10 years in different key positions.

Mr. Mike Boris / Head of Transactions and Fund Management

Mr. Boris joined SCD in 2007 to head SCD's M&A and capital market activities. Before joining SCD he was Head of Corporate and Financial Institutions at Concorde Securities, the largest independent investment bank in Hungary. He brings more than 11 years of experience in commercial and investment banking. He has a detailed knowledge of equity capital market transactions in Hungary as he has played a significant role in the sales and management of several major Hungarian public offerings and BSE listings. Mr. Boris was Chairman of the Budapest Stock Exchange's Settlement Committee and was Member of the Board of the Hungarian Investor Protection Fund.

Mr. Peter Somfalvi / Head of Development

Péter Somfalvi joined SCD Group in 2006, and has been fulfilling his current responsibilities since 2007. Mr. Somfalvi possesses ten years of professional experience in the area of real estate development sales and investment. Previously, he worked as the head of Home Center's residential property development branch, while concurrently managing his own real estate agency.

Mrs. Noémi Nagylaki Varga / Chief Financial Officer

Mrs Varga joined SCD Group in 2003 and was appointed to the position of CFO in 2006. She has 12 years of professional experience in finance and accounting of real estate companies. She started at Plaza Centers, where she spent six years, then she moved to Budapest Sportaréna as Chief Accountant.

