

VATENA.



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About us

Vatena is a fully independent company specialized in real estate **advisory, technical, asset** and **investment** management in Spain.

Based on more than **50 years** of combined experience in real estate, our expertise aims at **securing investment** for our clients through a bespoke and transparent service.

With an extensive and global vision of the market oriented to the **detection of opportunities**, acquisition and subsequent management of real estate assets in **active collaboration** with the **main players** in the sector (agents, law firms, technical teams and lenders).

The logo for Vatena, featuring a stylized checkmark symbol above the word "VATENA." in a bold, sans-serif font.A photograph of a historic, multi-story building with red brick and white stone accents, featuring a prominent corner tower. The building is situated on a city street with trees and a pedestrian in the foreground. A dark blue semi-transparent box is overlaid on the right side of the image, containing white text.

We are the perfect partner for midmarket capital investors looking to diversify their investments through our exclusive access to a wide network of local suppliers, contacts, and our market sourcing skills.

Vatena manages all stages of the value creation process: identifying investment opportunities through purchasing, funding, project management, asset management and divestment.

Services – Overview



ADVISORY

We advise in sell-side & buy-side on investments and divestments.

- Yielding assets
- Sale & leaseback
- Refurbishments
- Full developments



TECHNICAL MGMT.

We perform & monitor each phase of technical involvement.

- Design & architecture
- Tendering construction
- Construction execution
- Project monitoring



INVEST. MGMT.

We define real estate investment strategies for our clients.

- HoldCo & JV strategy
- Investment frameworks
- Investment committee
- Accounts mgmt.



ASSET MGMT.

We manage all the cycle of the asset and portfolio investment.

- Sourcing & analysis
- FCF, budgets & DD
- SPA execution
- Day-to-day mgmt.



Services - Advisory



INVESTMENT & DIVESTMENT ADVISORY

Sell-side, buy-side and M&A advisory for investors, developers and occupiers on how to optimise their property sales, purchases and leases to maximise their returns.

FINANCING & DEBT ADVISORY

Advisory in banking and alternative financing providing capital solutions through our network of lending sources securing best pricing and conditions.

EQUITY ADVISORY

Financial advisory in equity and fund placement choosing the best solutions: JVs, investment vehicles and separate accounts helping our clients real estate needs.

LEASE ADVISORY

Leasehold representation for landlords and tenants in portfolio planning, developments and Sale&Leaseback structures driving a competitive performance.

A background image showing a modern urban landscape with several tall glass skyscrapers under a clear blue sky. In the foreground, there is a paved plaza with a geometric pattern and a row of green trees.

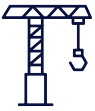
We combine real estate and financial advisory services with access to capital and opportunities through Vatena's longstanding relationships with SOCIMIs (REITs), listed family offices, venture capitals, institutional and private investors worldwide.

Services – Technical Management



DEVELOPMENT MANAGEMENT

Coordination of the parties involved on behalf of our clients in order to deliver on time in compliance with requirements.



CONSTRUCTION MANAGEMENT

Execution of works through tenders, adjudications and receptions with suppliers in relation to quality, costs and deadlines



PROJECT MONITORING

Monitoring of developments to limit risk and deviations in budgets and construction quality specs.



TECHNICAL MAINTENANCE

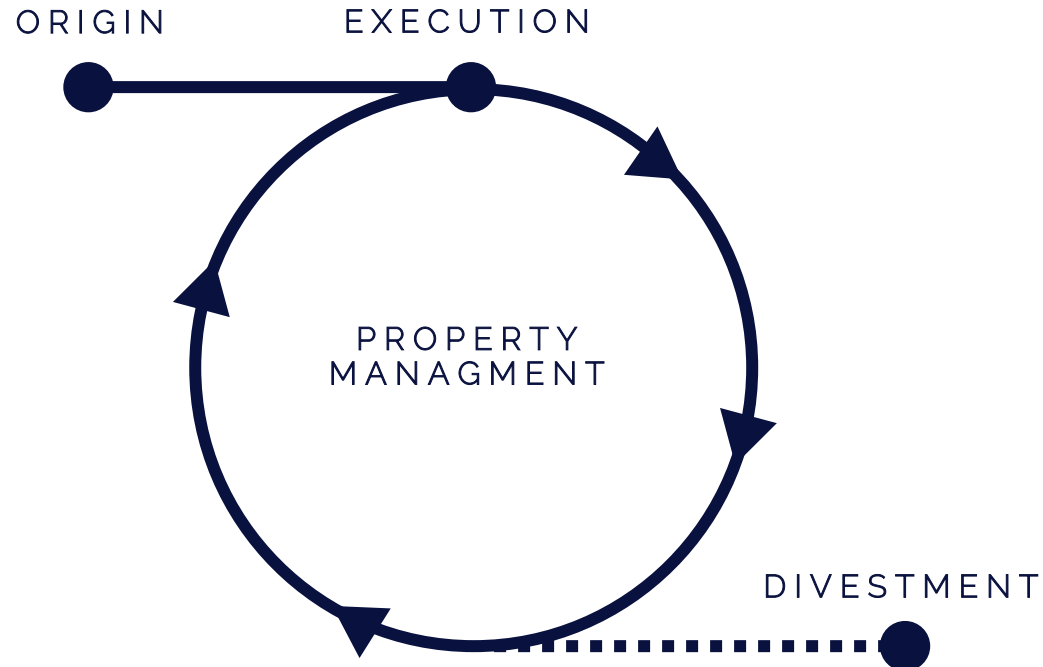
Day-to-day maintenance to reduce repairs & CapEx costs while improving asset performance.

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We provide Technical Management services in all phases of the development management: concept, schedule, cost and quality to ensure the best result for our clients.

Services – Asset Management



We track market trends by constant research and staying current with the political, financial and economic situation.

We provide regular reports on asset performance and propose improvement ideas in order to maximize and secure our clients' income.

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ORIGIN

Sourcing with our network of contacts off-market opportunities.
Analysis through financial, commercial, legal and technical studies.
Preparation of **investment memorandums** for Inv. Committees.

EXECUTION

Structuring operations adding value with third parties if needed.
Due Diligence coordination with external advisors.
Financing with lenders and SPA contract signing.

PROPERTY MANAGEMENT

Technical mgmt CapEx estimation, maintenance and ESG specs.
Financial mgmt and accounting of OpEx, rents and taxes.
Commercial mgmt. improving leases with strong covenants.

Services – Investment Management

Every investment strategy undergoes a **strict analysis** considering our clients' requirements, risk exposure, and **expected returns**.



DEFINITION

Define investment policies: asset typology, ticket, locations and returns,



CREATION

Create the JV/HoldCo in coordination with the investors: GP and LP's.



GOVERNMENT

Establish the investment team and investment committee.



APPROVAL

Manage day-to-day investments and validation of transactions.



MONITORING

Report investment profitability, returns and results.

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Vatena manages two types of investment vehicles for national and international investors:

- Managed Accounts & JV: specific vehicles covering specific investment needs of institutional and private investors.
- Private Capital Funds: discretionary property investment vehicles formed by private investors and family offices.

Why Vatena

Vatena offers a personal service based on trust and transparency. Our network of contacts allows us to match opportunities with the best investors and access the best off market opportunities.

Our 50 years of combined experience in the sector have given us the tools and knowledge to be present in the initial stages of the investment process and add value from the first moment.

VATENA.



CONNECTED

We operate with a network of professionals that bring us off market opportunities.



PROFESSIONAL

We work in exclusivity with our clients dedicating ourselves 100% to accomplish their objectives.








CREATIVE

We propose new ideas and offer new perspectives to solve problems and add value.



TALENTED

We cover all phases of the investment thanks to our diverse professionals in our company.

	INVESTMENT & ASSET MANAGMENT		ADVISORY	TECHNICAL MANAGMENT
	€ AUM/ Advised	€ 315 m	€ 215 m	€ 155 m
	Location	Madrid	Madrid, Cataluña, Andalucía, Valencia, Navarra, País Vasco.	Madrid, Andalucía, Castilla y Leon, Castilla la Mancha
	Typology	Residential. BtS Retail Tertiary/Living Land	BtR & PRS Nursing Homes Serviced Appartments Hotel / Touristic Apart. Industrial & Logistics	Residencial BtS Retail Equipment Tertiary
	SQM	175.000	250.000	150.000
	Strategy	Core + Value Add	Core Core+ Value Add	Core Value Add

Our team



Josemaría Navarro-Rubio
Partner

📞 609 559 676

✉ jnavarro@vatena.es



Guillermo Martin Allué
Investment Director

📞 620 880 091

✉ gmartin@vatena.es



Pedro Diez Huber
Technical Director

📞 649 892 989

✉ pdiez@vatena.es



Ignacio Luengo Molero
Senior Analyst

📞 629 777 306

✉ nluego@vatena.es



Jorge Prieto Gómez
Senior Analyst

📞 679 309 687

✉ jprieto@vatena.es



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