

# A Real Estate fund sells **more effectively** with VDR

## CLIENT

A Real Estate fund operating in CEE

## TRANSACTION TYPE

Due Diligence, sale of commercial real estate

## TARGET

Sale of several companies managing commercial real estate

In recent years, the real estate market in the CEE region has been on one hand driven by the growth of the e-commerce sector, and on the other – stopped by the price uncertainty caused by the pandemic. It has been seen especially in the office sector, which unexpectedly had to start adapting to the trends of remote working. In result, some investments have been suspended, while others required to maintain a fast pace of proceedings due to price fluctuations and pandemic restrictions. What has VDR provided VDR provide to our RE client in these changing circumstances?

## 01 Challenge:

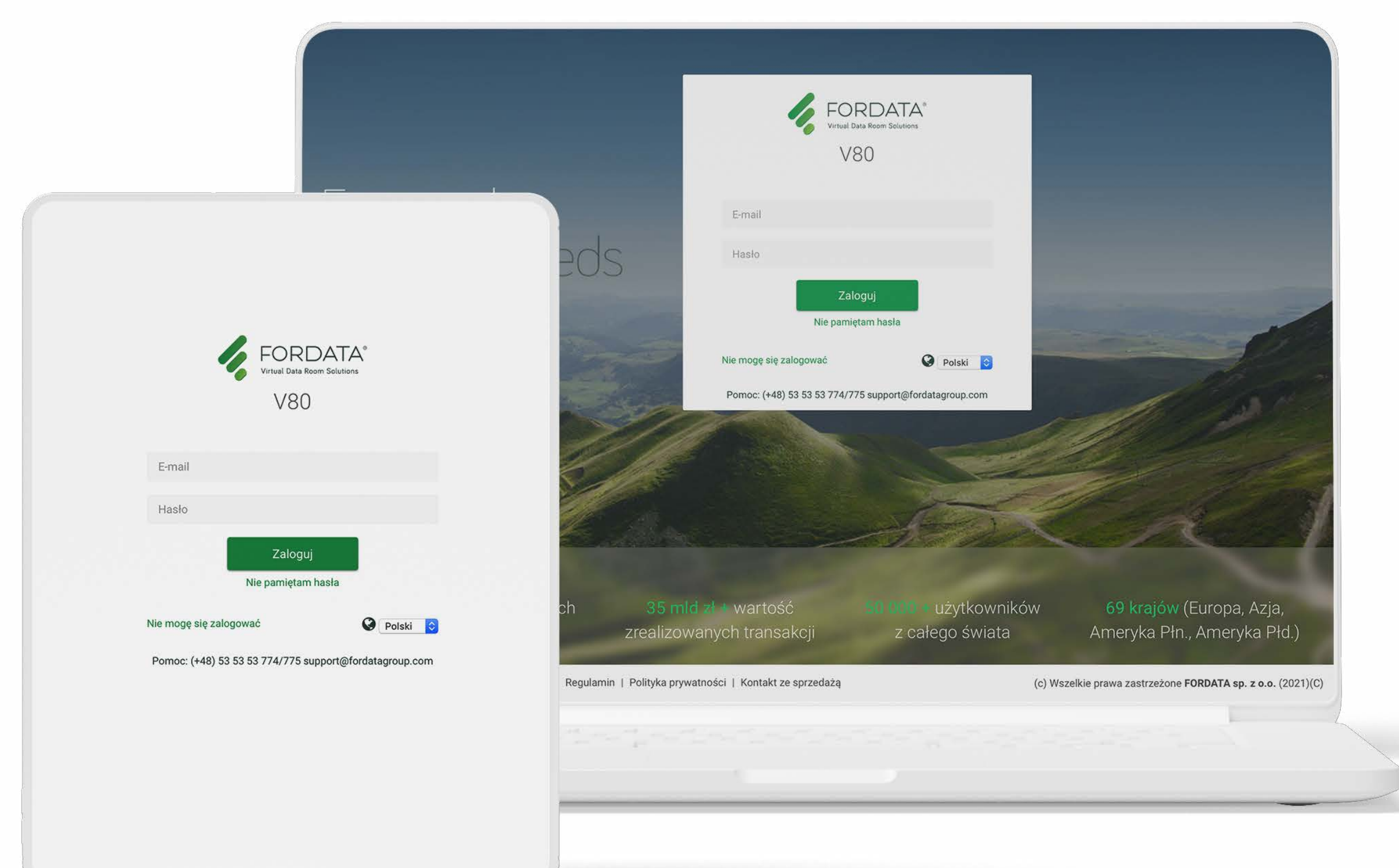
Our client, a Real Estate fund with an established position in the Central European market, needed a tool that would enable quick implementation of the Due Diligence process and the sale of real estate, and at the same time ensure:

- ✓ **easy** and constant communication with the investor
- ✓ **keeping confidential** documentation of high-value companies secure
- ✓ **convenient** participation in the transaction for target companies, the fund, as well as investors and advisers

The exit from the investment regarded several companies managing real estate portfolios in the retail sector. For the investor, a foreign company, it was important that the **process run remotely, fast and without geographic or technical restrictions**. Access to documentation had to be possible 24/7 so that document analysis could take place quickly, regardless of the investor's time zone.

From the perspective of the owners of the target companies and the fund, however, what was important was the **ease of making required documentation available to the investor, and maintaining control over who will have access to it and to what extent**.

## 02 Solution



**FORDATA Virtual Data Room system answered perfectly to the needs for secure and convenient confidential documentation exchange.** Especially, when there appeared pressure to close the investment quickly.

Under the contract signed with all target companies we configured the system in such a way that individual parties had easy access to their own parts of the project. Thanks to this, we were able to limit the risk of information chaos, which had a direct impact on the speed of completion of the real estate sale process. Documentation of each company was clearly structured, and the system administrators gained full insight into what happens in VDR thanks to:



### Administrative reports

thanks to which the administrator could see, for example, who uploaded and/or deleted certain files, who changed file permissions and their names, or who moved documents in the structure,



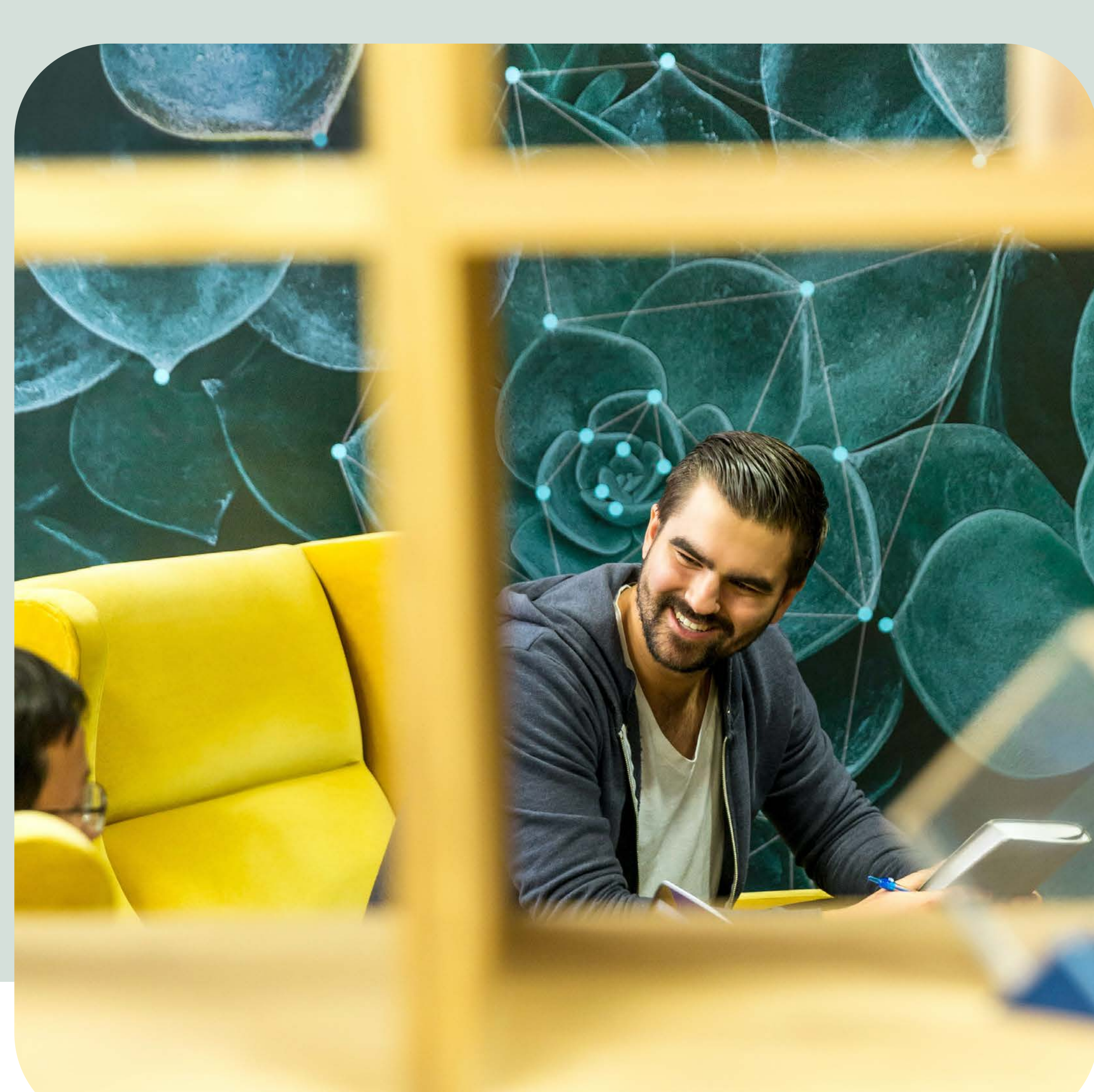
### Reports on the activity of external users

thanks to which the administrator could determine which documents were the most popular with the investor, to better understand their intentions, and to prepare for the Q&A session

## 03 Benefits

What benefits did the parties get from using **FORDATA VDR** system and how did it support the **deal's success**?

It is once again worth referring to the needs that have arisen on the side of the owners and investors. Thanks to the shortening of the duration of the transaction, **the owners** – i.e. the target companies, and the fund itself, could also **reduce the costs and risks** arising from the uncertain market situation.



We could see a similar benefit on the buy-side as well: shortening the Due Diligence proceedings results in, among others things, lower susceptibility to market fluctuations. Not only remote 24/7 access, but also the ease of navigating the system and finding interesting documentation were particularly important to and appreciated by our clients.

**The sale of all companies was successful and closed within the estimated time and without the need for involving significant resources.** We are proud that the **FORDATA team helped realize another multi-million dollar transaction in the Real Estate industry.**

**Company owners** could restrict costs and risk. Whereas **the investor** could benefit from lower susceptibility to market fluctuations and remote access.