

Fakton: Financial Real Estate educators, developers & dealmakers



Company profile Fakton

Fakton is an independent real estate consultancy firm. Our clients are facing complex development, investment and financing tasks and are among the most important players in the Dutch and European real estate market. Our clients demand creativity in a fast-paced environment and expect us to deliver tailor made solutions of excellent quality.

The real estate market has changed in the past decades from just another asset class to a real science. Whereas investment values were calculated with just only a gross yield in the eighties, these calculations are now approached with sophisticated discounted cash flow spreadsheets and complex financial engineering. The shift from mostly local project development to multi-use area development in a global marketplace calls for a new generation of professional real estate dealmakers. That's why Fakton has three real estate business lines: education, development and dealmaking.

Financial real estate education

Since its foundation in 1980, Fakton educated over 25.000 professionals throughout the Netherlands. Fakton provides teachers to the universities of Amsterdam and Rotterdam. Increasingly, Fakton is asked to give its authoritative real estate training courses outside of the Netherlands. For instance, in 2007 Fakton educated over 100 real estate developers of ING Real Estate Development throughout Europe in the cities of London, Milan, Paris, Madrid, Prague, Warsaw, Brussels and Frankfurt.



Area Development Romanina, Rome, Italy

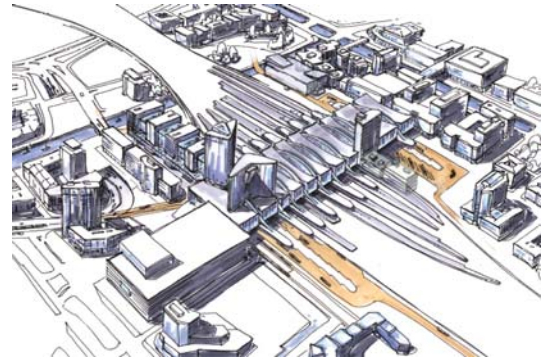
Consultancy in complex project development

Fakton consultants are routinely asked to advise leading project developers in their acquisition efforts for complex area developments.

Recently, Fakton structured and valued a 2 million squared meter area development in Rome for ING Real Estate Development Italy. The specifics of the Italian real estate market and regulations were incorporated in a DCF-cash flow model, which helped ING in evaluating the value and the risks of the project.

Dealmakers

In march 2008 Fakton realized one of the most complicated deals in the Netherlands; the redevelopment of the 30-year old retail centre Hoog Catharijne situated next to the biggest public transport hub of the Netherlands. After years of financial designing, valuing and negotiating, Fakton ensured the agreement between government and Corio using transparent calculations methods and clever financial constructions.



Public transport hub, Utrecht, the Netherlands

Client references



Pé Kohnstamm, Professor of Real Estate (ret.), University of Amsterdam

"Fakton has established itself throughout many years as the country's leading educator in the field of Financial Real Estate Analysis courses, which form cornerstones of many university curriculums!"



Erik Faber, Director of Acquisition, ING Real Estate Development

"Fakton trained our project developers throughout Europe in the essentials of Real Estate Finance, which makes us more successful in the acquisition and development of complex area development projects!"



André van der Berg, Director, Schiphol Real Estate

"The consultants of Fakton are able to connect the theory of Real Estate Calculations with the reality of everyday project development, which enables us to make better investment decisions!"



Menno Overtoom, Project director Corio Real Estate Development

"With a clear focus on dealmaking from a financial perspective, the consultants of Fakton have succeeded in bringing together all parties in the most complex real estate redevelopment projects!"