



One Financial Street

In June 2007, the InfraRed-Nan Fung Asian real estate team led a consortium of three investors in the acquisition of One Financial Street, a prime, institutional-grade asset at the gateway to Financial Street, a well-developed business district in Beijing, benefitting from a scarcity of available land.

The development, comprising twin 20-storey office towers and a four-storey retail podium, was purchased from a semi-distressed seller at a price reflecting a significant discount to independently appraised market value.

The asset, with its strategic location and prestigious address, was well positioned to attract a high-profile anchor tenant and an exit via an en bloc sale to a growing number of domestic Chinese institutions seeking prime, income-producing properties.

The construction of the project was completed in early 2009 at the height of the global financial crisis. Through a difficult leasing market with high levels of vacancy in Beijing, the team strategically leased the less-prime office tower on a multi-tenanted basis while preserving the main front-facing office tower for a high-profile anchor tenant.

In September 2010, the team successfully secured the sale of the development to a major Chinese government entity that would take the main office tower for its own occupation. Offers were received from a number of onshore and offshore institutional buyers, creating price competition, which enabled the asset to be sold on attractive terms through an on-shore share sale.

Case study facts

Country	China
Business area	Asian Real Estate
Sector	Office
Project value	US\$500m
Investment date	2007
Completion date	2007
Realisation date	2010
Asset overview	Development of prime office building in Beijing's financial district.



Sandra Lowe
 Director, Investor Relations
T +44 (0)20 7484 1800
E sandra.lowe@ircp.com

InfraRed Capital Partners Limited

12 Charles II Street
 London SW1Y 4QU
 United Kingdom

T +44 (0)20 7484 1800
E info@ircp.com
W www.ircp.com