

REAL ESTATE

FIGAM•UCIMMO



FIGAM
REAL ESTATE ADVISOR



UCIMMO
DEVELOPMENT - REFURBISHMENT

Hubert Paul de La Neuville and Franck Gaillet



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A PASSION FOR REAL ESTATE

United for more than fifteen years by a shared passion for real estate, the founders **Hubert Paul de La Neuville** (MBA INSEAD, ESSEC) and **Franck Gaillet** (HEC), have expertise in a variety of real estate services : **brokerage, property development - refurbishment and property management.**

THE BROKERAGE

With **FIGAM**, the associates have developed a sales and advisory structure that specializes in the sale of buildings apartment by apartment.

Many transactions of this type are managed on behalf of institutional investors and private owners wishing to optimise the resale value of their property.

THE PROPERTY DEVELOPMENT - REFURBISHMENT

The team has taken advantage of its knowledge of a constantly changing society to develop and refurbish residential projects.

Created in 1994, **UCIMMO** has developed and refurbished, on a standalone basis or jointly, numerous residential projects in and around Paris.

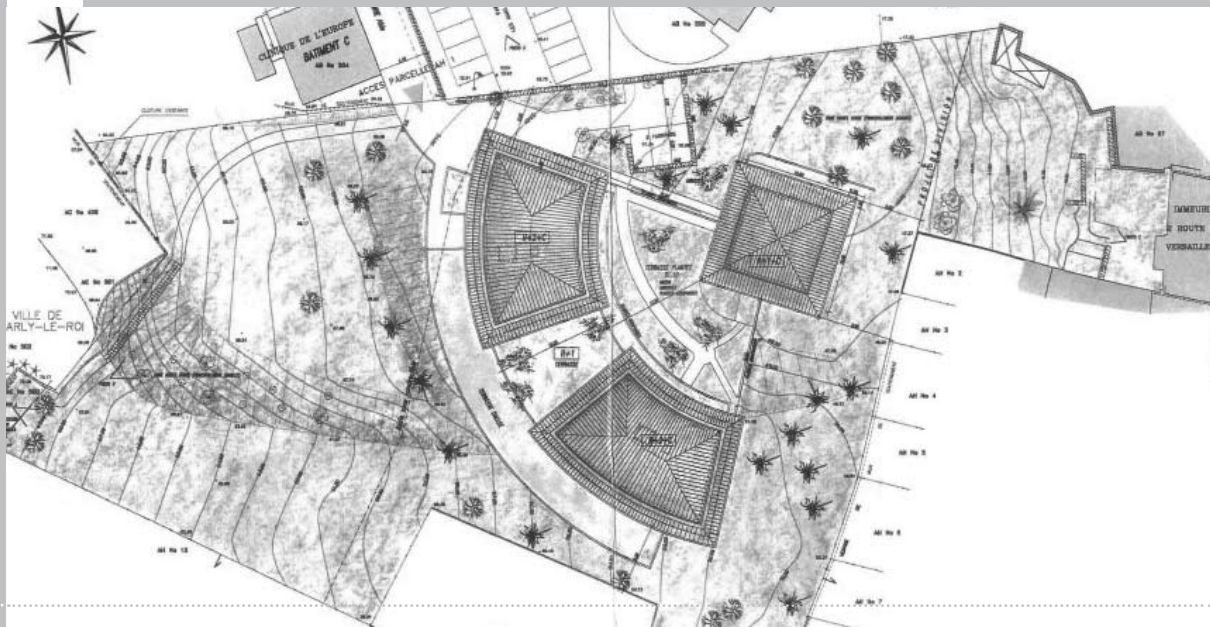
In recent years, **UCIMMO** has followed the new tax and environmental directions of real estate.

THE PROPERTY MANAGEMENT

In an effort to increase the value of their own assets, the associates have created different tax efficient structures '*Sociétés Civiles Immobilières*' (**SCI**).

This experience in optimizing assets plays an essential role in the advice that **FIGAM** is providing to its clientele.

Mass plan 9 quater Avenue de Saint-Germain, Le Port Marly



FIGAM dedicated to the property owner

SINCE ITS INCEPTION, FIGAM HAS SPECIALISED IN THREE AREAS :

- The sale of block buildings per apartment
- Property brokerage
- Refurbishment projects on behalf of owners : '*maîtrise d'ouvrage déléguée*'

THE COMPANY GUARANTEES THE FOLLOWING :

A TRANSPARENT APPROACH

- A signature of the mandate detailing the different sale steps
- **An appraisal and evaluation** of every unit, which takes into account the lease status
- **An expert diagnosis** and surface estimate
- An evaluation of the progress of refurbishment work

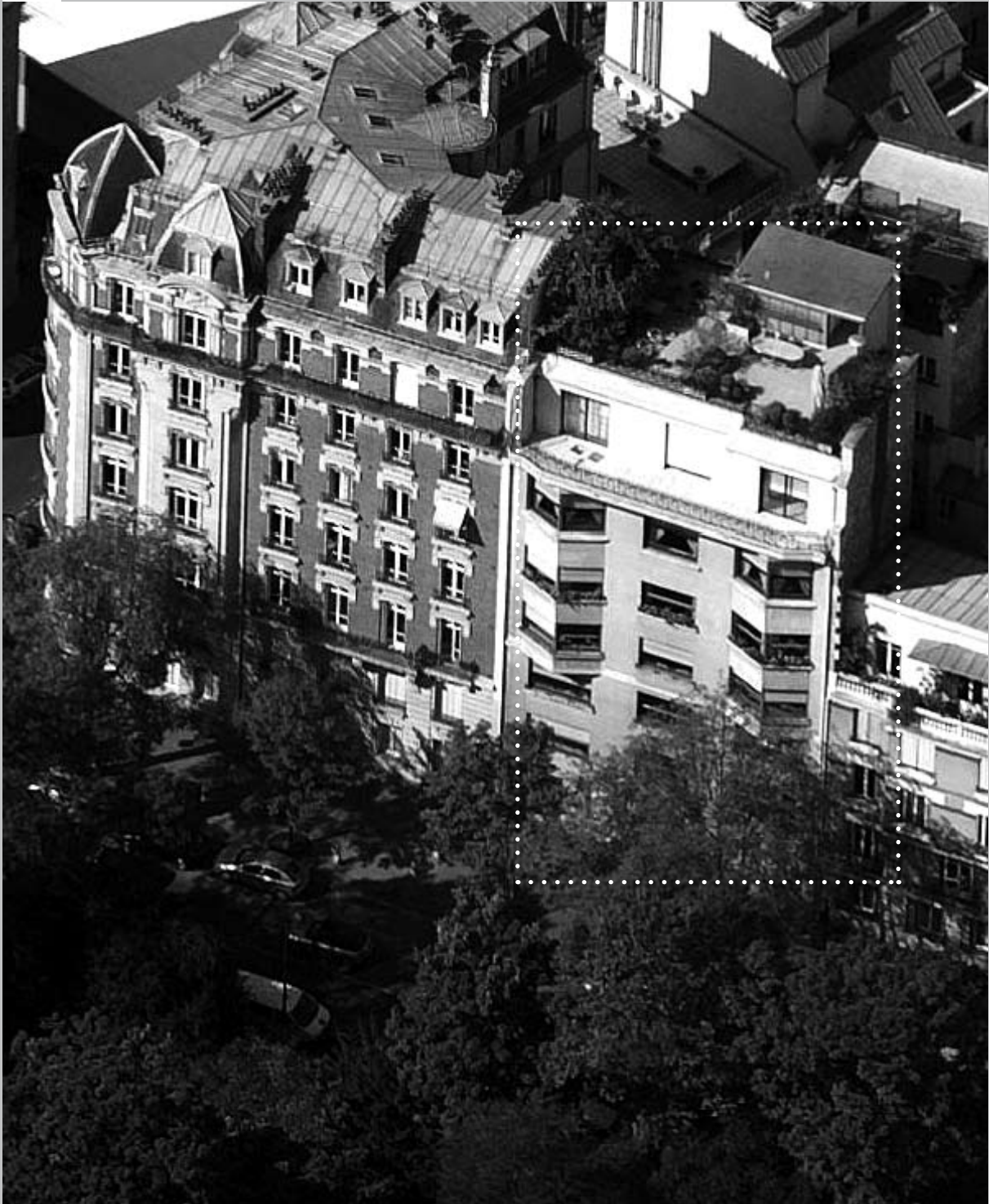
SALE OPTIMISATION

- **A personalised approach** : suggestions and conduct of work
- **Preliminary market study** : vacant or leased, 1948 housing law, commercial premise...
- **Change of use** : commercial premise, conversion to residential property...
- **Tenant relation** : tenant notice of intention to sell, agreement on anticipated departure, information on Aurillac law



Facade 51 rue Manin, Paris

Building 51 rue Manin, Paris



THE SALE OF BLOCK BUILDINGS PER APARTMENT : an added value

DEFINITION AND CONTEXT

THE SALE OF A BLOCK BUILDING PER APARTMENT INVOLVES THE FOLLOWING STEPS :

- The creation of a co-owner relationship and the privatization of common space (volume of attic, courtyard transformed in terrace, garden ...)
- Work to increase the property value (lift, façade restoration...)
- The sale of every lot, apartment by apartment together with their associated spaces (including cellar and parking spots)

THE SALE CAN BENEFIT :

- the tenant, who benefits from preemption rights, with a discount depending on the rental situation,
- or a third party that buys the vacant or leased property.

OBJECTIVE

The sale process benefits from a **global sale price increased by a mere 20%** compared to a classic block sale, every sale of unit being optimised.

The length of time to complete the transaction is generally 12 - 18 months.

This technique, which became common in the 90's, today represents **more than 10%** of the Parisian real estate market.

FIGAM BRINGS

- An **expert team** of professionals with experience in the sale of block buildings by apartment in particular through **15 years of close collaboration with LCL Banque Privée**
- A sound knowledge of the real estate market and a significant track-record of institutional and private references
- An assistance to the legal and tax structuring
- **Partnerships** with law firms, building – refurbishing companies, land surveyors ...

2 rue Jacques Mawas, Paris





7-9 boulevard du Temple, Paris

Building 269 Avenue Daumesnil, Paris



Facade 269 Avenue Daumesnil, Paris



UCIMMO, the development and refurbishment specialist

With more than 15 years in the real-estate development industry and success in numerous endeavours, the company has developed a **technical expertise**.

The **UCIMMO** team adapts itself to the various fiscal stimulus which accompanied both new and refurbished properties and the conversion of commercial and industrial premises into homes.

In addition, convinced that real estate has a key role to play in the reduction of greenhouse gases, **UCIMMO** strives to meet the standards of High Environmental Quality (**HEQ**).

The **UCIMMO** team evolves with a constantly changing environment and is concerned to satisfy the demands of the clientele for its real estate properties.

The ability to respond is an essential characteristic for professionals in the development – refurbishment business.

UCIMMO benefits from a **close cooperation** within its team which makes fast decision-making possible :

- during the acquisition of land or buildings and the various phases of construction or refurbishment ,
- in the follow-up of **the choice of materials** as well as the methods of insulation subject to the change of environmental standards.

Its **credibility** in this business brings **the support of partner banks**.

Its offer thus follows a logic of **patrimonial dynamic**.



9 place Pigalle, Paris



54 rue de Buzenval, Saint-Cloud

OUR MAIN PARTNERS

SALE OF BUILDINGS BY APARTMENT

- **LCL Banque Privée**

FINANCIAL INSTITUTIONS

- **Crédit Foncier**
- **Crédit Agricole**
- **CIC**

CO-DEVELOPERS

- **Segimco**
- **Atacama**

ARCHITECTS

- **Atelier Mauger - Dujourdy**
- **Archithem**

NOTARIAL OFFICERS

- **Maître Belle-Croix**
- **Maître Lévy**



Inside view of 16 rue Montgolfier, Paris



OUR RECENT TRACK RECORD

SALE OF BUILDINGS BY APARTMENT

- 7-9, bd du Temple [75003 Paris](#)
2.500 sqm / 15 apartments & 3 commercial premises / Private owner
- 269, Avenue Daumesnil [75012 Paris](#)
1.800 sqm / 20 apartments & 4 commercial premises / Private owner
- 8, rue Beaugrenelle [75015 Paris](#)
900 sqm / 26 apartments & 2 commercial premises / Private owner
- 14, rue des Dardanelles [75017 Paris](#)
1.800 sqm / 52 apartments / Private owner
- 145, rue de Flandre [75019 Paris](#)
2.500 sqm / 54 apartments / Institutional investor
- 51, rue Manin [75019 Paris](#)
1.200 sqm / 8 apartments / Institutional investor

REAL ESTATE DEVELOPMENT

- 9, place Pigalle [75009 Paris](#)
800 sqm / 2 apartments & commercial premise
- 3, rue du Jardin Brûlé [78240 Chambourcy](#)
Lot of 11 houses
- 9 quater, Avenue de Saint-Germain [78560 Le Port-Marly](#)
Project structuring : 3.000 sqm / 34 apartments
- 54, rue de Buzenval [92210 Saint-Cloud](#)
6 houses development

REFURBISHMENT

- 5, place Pigalle [75009 Paris](#)
500 sqm / 3 apartments & commercial premise
- 39, rue Navier [75017 Paris](#)
1.200 sqm / 23 apartments & office
- 2, route de Versailles [78560 Le Port-Marly](#)
300 sqm / 6 apartments & commercial premise

www.figam.fr

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FIGAM

SARL with share capital of 15.244,90 Euros
RCS Paris 343 276 341 - Registered office is 10, rue Mesnil
75116 Paris – Regulated by the Préfecture de Police de
Paris under license n°T 7055 - Financial guarantee of
30.000 Euros, QBE Insurance (Europe) Limited Etoile
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intra-community FR 17 343 276 341

UCIMMO

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546 711