

A nighttime photograph of a city skyline reflected in a body of water. The city lights are warm and yellow, with some blue lights visible on the right. The reflection is clear and detailed. The sky is dark, and the water is calm.

# **HWBC** Chartered Surveyors

**Property Expertise**

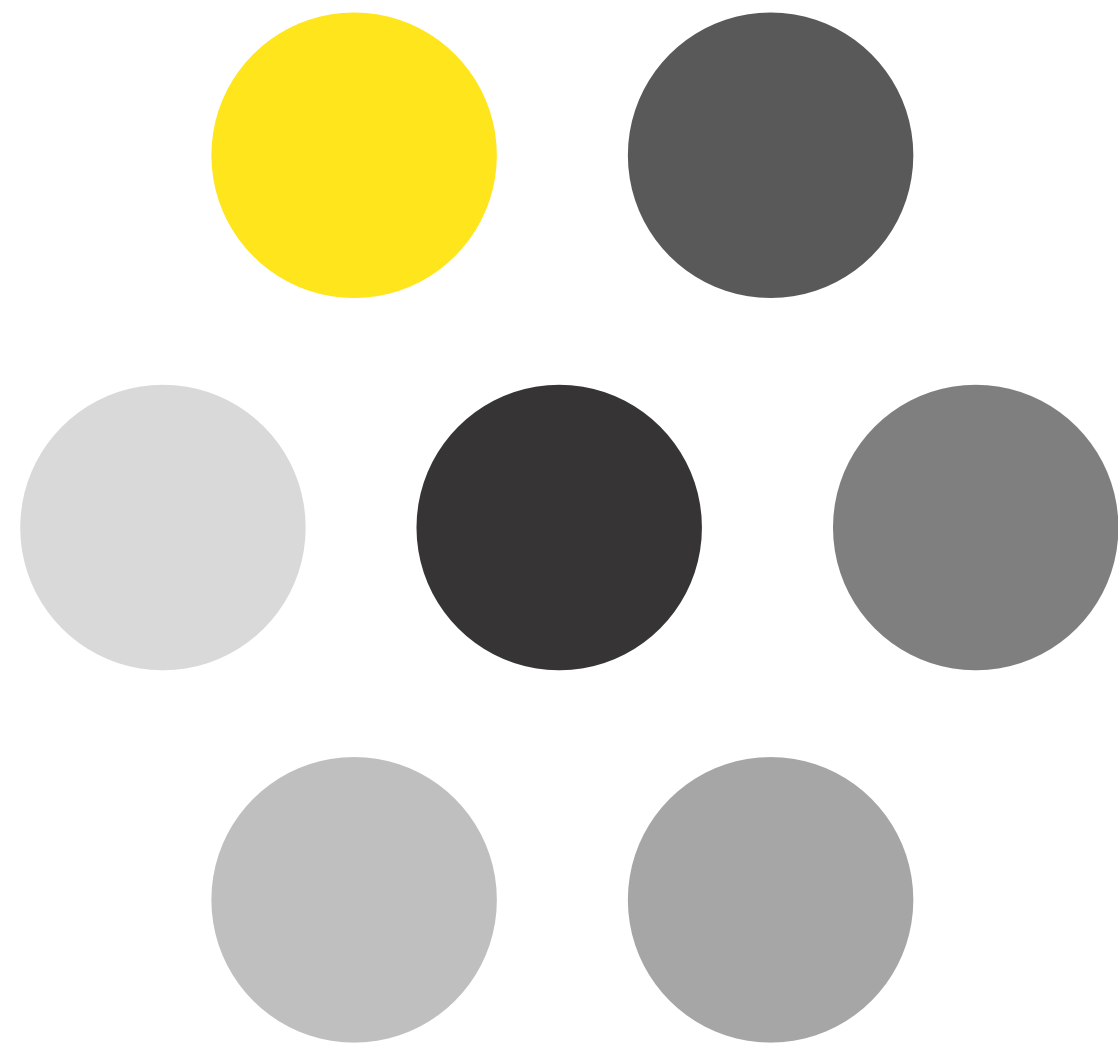
HWBC Chartered Surveyors operates at the forefront of all the major property disciplines in Ireland.

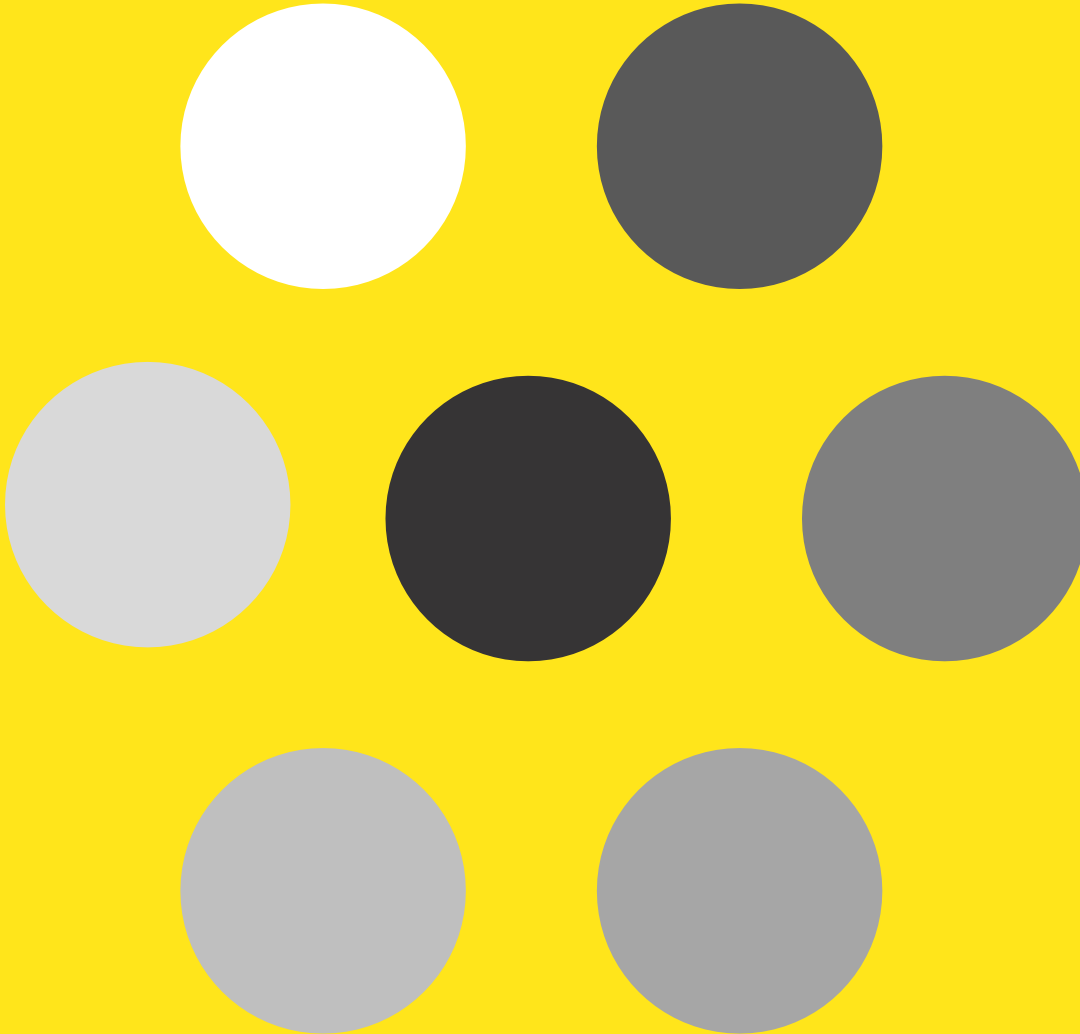
We have a total staff compliment of 40 property experts who collectively are renowned for our highest quality service and tireless commitment and enthusiasm to achieving our clients goals.

Independently, our director led departments possess vast experience and in demand expertise in their respective fields.

In an industry of global firms, HWBC as an independent Irish owned firm can count some of the largest international and indigenous players in the Irish property market as clients.

Established in 2005 we are celebrating 10 successful years in business and during this time some great achievements for our clients. Following are some of these deals.





**HWBC People**

# Our People

## Investment



**Tony Waters**  
Managing Director  
FSCS, FRICS



**Joe Bohan**  
Director  
B.Sc (Surv), MSCSI, MRICS



**Patrick Campion**  
Divisional Director  
B.Sc (Surv), MSCSI, MRICS



**Jenny Prunty**  
Surveyor  
B.Sc (Surv), Ass. SCSi

## Asset Management



**Iain Sayer**  
Divisional Director,  
Head of Asset Management  
B.Sc (Hons), MRICS, MSCS

We recognise the importance of the people who are the backbone of our organisation and take a proactive approach to the training and development of our staff.



# Our People

## Office Agency

## Retail



**Paul Scannell**  
Director  
B.Sc (Hons), MRICS, MSCSI



**Emma Murphy**  
Associate Director  
B.Sc (Surv)



**Conor Kevany**  
Director  
Dip. Env. Econ.



**Gavin Brennan**  
Associate Director  
B.Sc (Surv), MSCSI, MRICS



**Kieran Curtin**  
Chartered Surveyor  
B. Sc (Surv), MSCSI, MRICS

## Professional Services & Valuations



**Gerry Sheridan**  
Director  
B.Sc (Surv)  
MSCSI, MRICS



**Amanda Hourie**  
Surveyor  
B.Sc (Hons)  
MSCSI, MRICS



**Michael Coyle**  
Director  
FRICS, FSCSI  
FCI Arb



**Michael Madden**  
FSCS, FRICS  
MCI. Arb



**Kieran Curtin**  
Chartered Surveyor  
B.Sc (Surv)  
MSCSI, MRICS

Expertise

Knowledge

Experience

# Our People

## Property Management



**Stephen Hale**  
Director  
MSCSI, MRICS



**Maureen Curran**  
Assoc. Director & Head of Accounts  
MSCSI, MRICS



**Jonathan McPhillips**  
Senior Property Manager  
B.Sc (Hons) Est Mgmt.



**Bríd Muldowney**  
Senior Property Manager  
B. Sc (Surv), MSCSI, MRICS



**Sarah Fortune**  
Senior Property Manager  
B. Sc (Surv), MSCSI, MRICS



**Aaron Ceillier**  
Assoc. Director, Accountant  
BA, ACA



**Ruth Draper**  
Account Technician  
MIATI



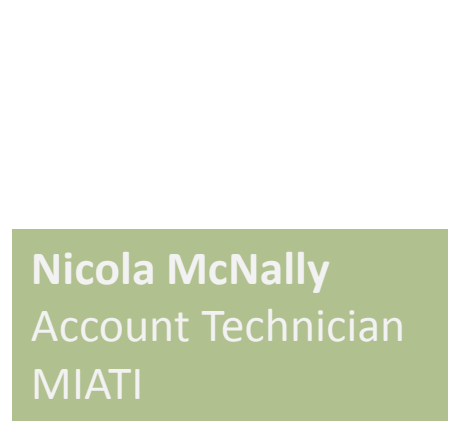
**Eoin Robinson**  
Senior Property Manager  
MSCSI, MRICS



**Niall McCabe**  
Property Manager  
B.Sc (Surv)



**Charlotte Stevens**  
Accounts Assistant  
BBS



**Nicola McNally**  
Account Technician  
MIATI



**Aóife Fitzmaurice**  
Accounts Assistant  
BA Bus.

**Diligent  
Pro-active  
Professional**



# Our People

## Support – Accounting & Administration



**John Whooley**  
Financial Controller  
FCA, B.Sc. Mgmt.



**Agnieszka Ploszka**  
Accounts Administrator



**Monika Szylo**  
Assist. Accountant  
MIATI  
BA of Business in Acc.



**Sandra Hogan**  
Office Manager  
Dip. Office Mgt. & Admin



**Aoife Ashford**  
PA  
BA Int., MA



**Katie Banks**  
PA  
H. Cert., Dip.

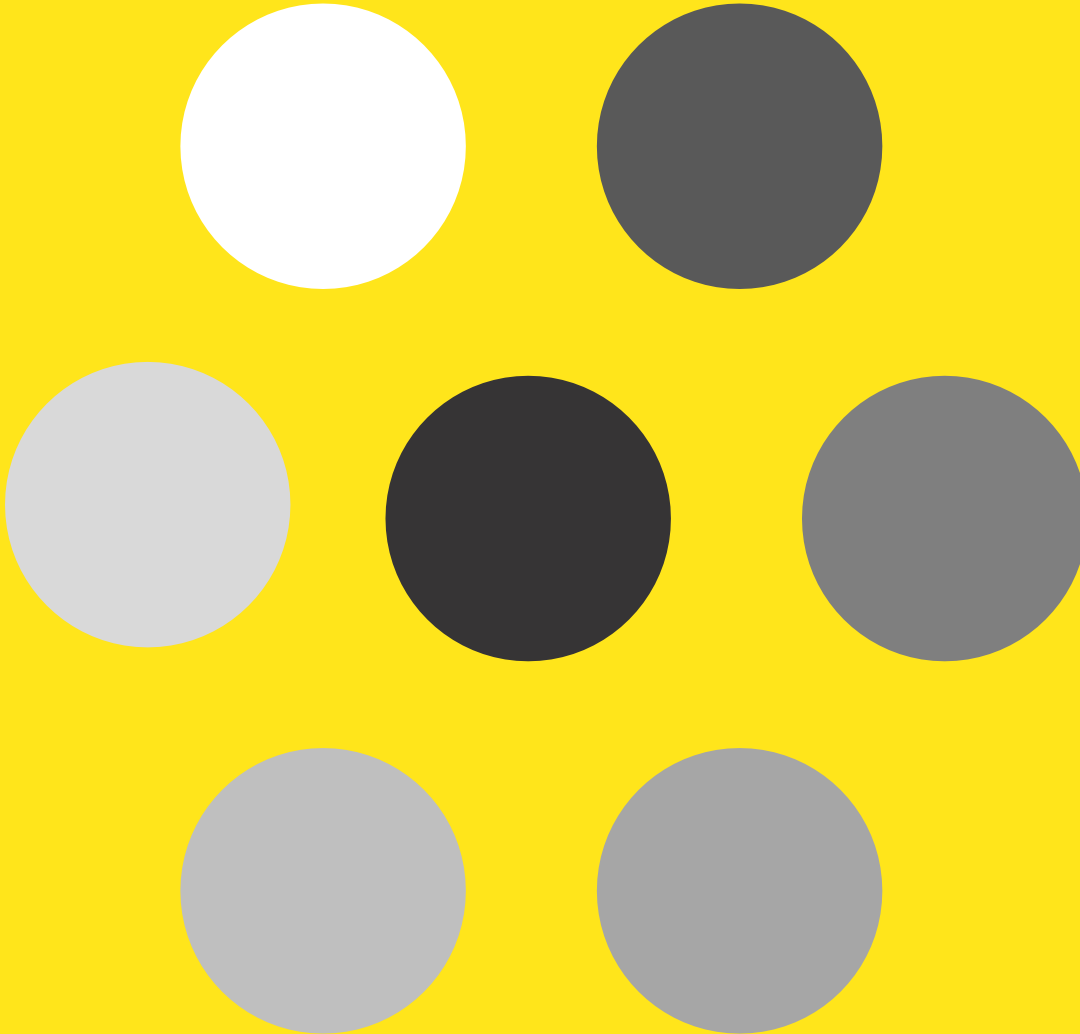


## HWBC Chartered Surveyors

**80 Harcourt Street  
Dublin 2**

T: +353 1 77 50 500

E: [info@hwbc.ie](mailto:info@hwbc.ie)

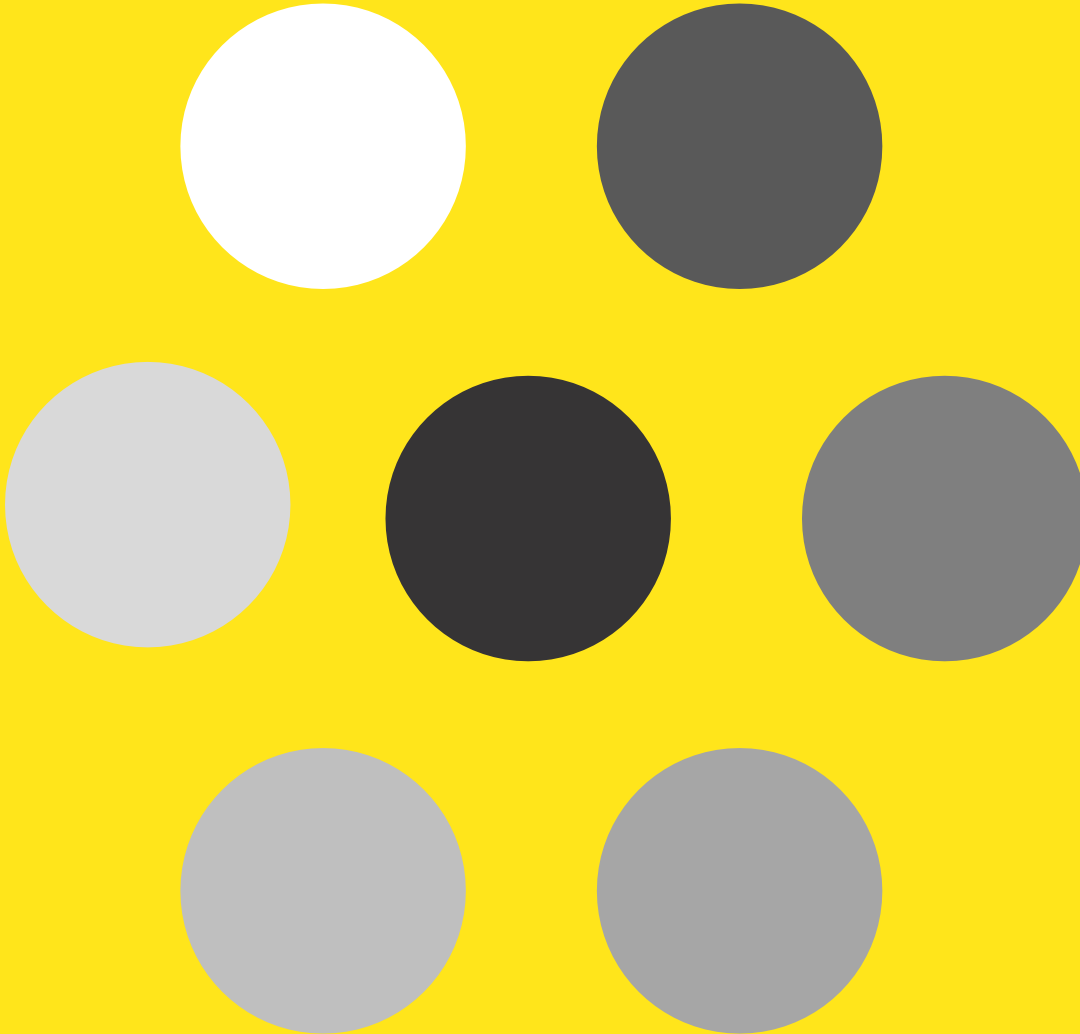


**HwBC clients**



# Clients





Collaboration

Working together to achieve a common goal.

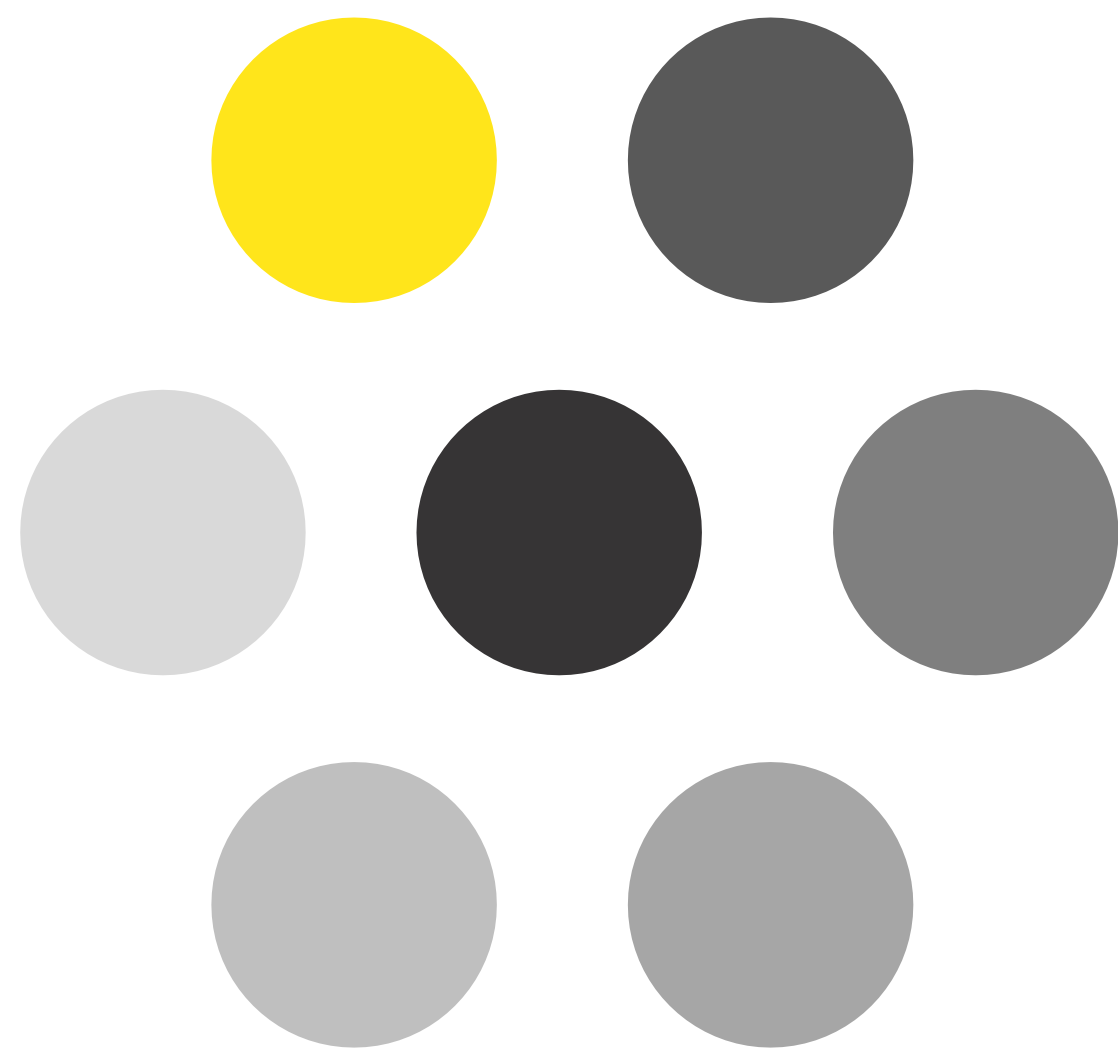
In the case of investment acquisitions our commitment to a client's project often does not end in the successful purchase of a property. We regularly stay involved with the investment to positively contribute to achieving the clients Business Plan and investment strategy.

HWBC and indeed our clients recognise our expertise as part of the investment strategy and solution.

Whether the investment acquisition is retail, office or multi-unit family property, the particular disciplines and the asset & property management teams within HWBC form the acquisition team together .

The team brings together the highest level of expertise to work in conjunction with the client to analyse the asset and investment rationale, acquisition strategy, business plan and asset management strategy.

Together with the client we like to develop a clear path to a successful investment outcome.







## Acorn Portfolio

Acquired September 2014 on behalf of Varde Partners

Blackpool Shopping Centre & Retail Park 350,000 sq ft, €7m annual rent roll, 127 tenants

Showgrounds Shopping Centre, 125,000sqft, €1.2m annual rent roll, 38 tenants

Millfield Shopping Centre, 185,000sqft €3.5m annual rent roll, 32 tenants.

**Asset Management, Property Management, Retail & Office Agency & Investment Advisory services**







# Spectrum Portfolio

Acquired December 2014 on behalf of Varde Partners

Douglas Court Shopping Centre 160,500 sqft, €4.8m annual rent roll, 53 tenants

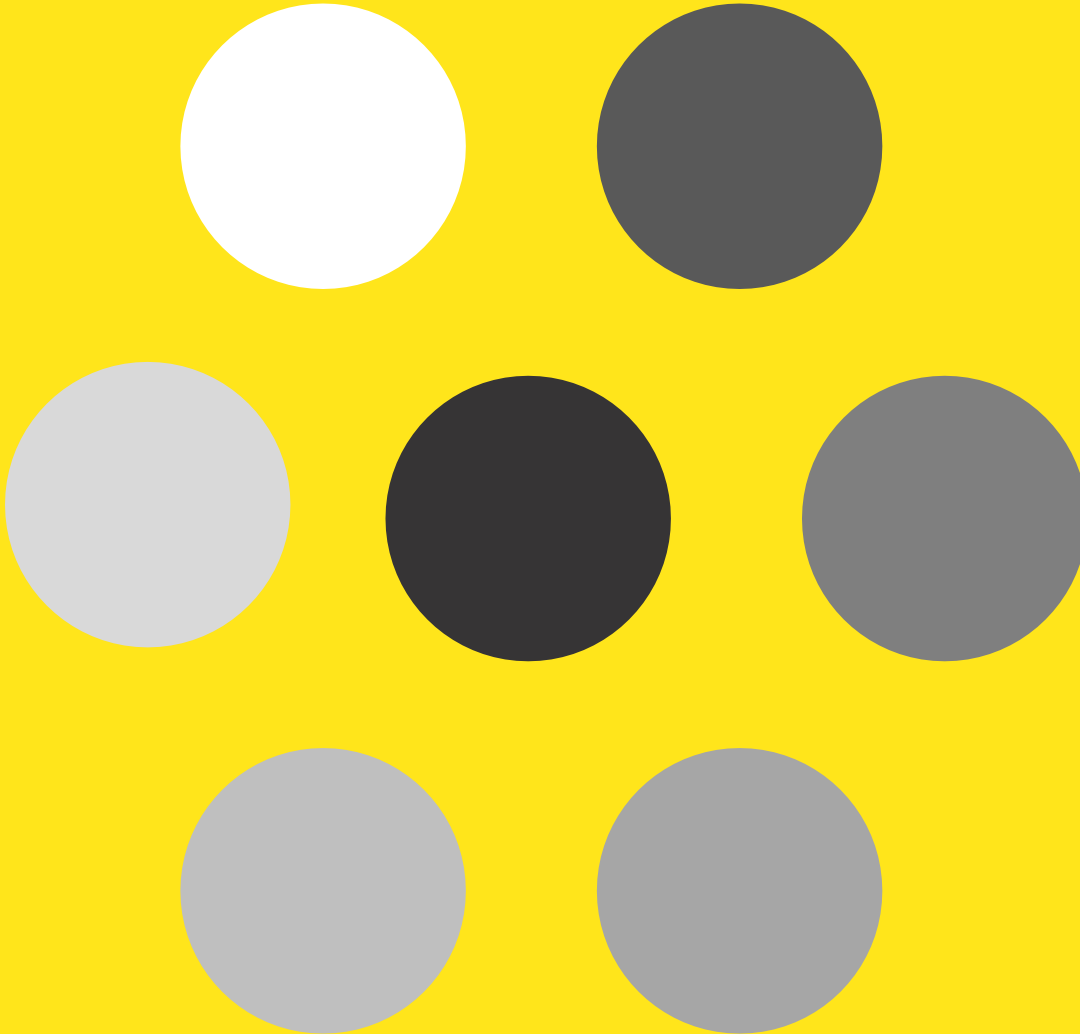
Mill Shopping Centre, 126,000sqft, €1.85m annual rent roll, 35 tenants

Dundalk Retail Park, 240,000sqft €2.6m annual rent roll, 21 tenants.

Bloomfield & Kilbarrack SC's, 151,000sqft, €1.8m annual rent roll, 45 tenants

Asset Management, Property Management, Retail Agency & Investment Advisory services





# Investment & Asset Management



## **Burlington House, Dublin 4**

172,000sqft prime office development

Completed: June 2015

Brokerage of pre-funded office development between a consortium including Development Securities plc, Colony Capital & Ronan Group & Union Investments.

**Retained Asset Manager for Union Investments**





## One Warrington

55,000sqft prime office Investment

Acquired: Q3 2014 on behalf of Irish Life

Retained Asset Advisor & Rent Review Surveyor



## HWBC Investment

### One Grand Parade

30,000sqft prime office Investment

Acquired: Q1 2015 on behalf of Credit Suisse

Retained Asset Advisor & Letting Agent





# HWBC Investment

## Liffey Valley Shopping Centre

565,000sqft Dublin Suburban Town Centre  
Investment

Acquired: Q4 2013 on behalf of Hines



# HWBC Investment



## **La Touche House, Dublin IFSC**

155,000sqft Office Investment

Acquired: Q1 2013 on behalf of Credit Suisse

## **No 1 Harbourmaster Place**

62,000sqft Office Investment

Acquired: Q1 2015 on behalf of Irish Life





HWBC Investment

## Golden Island Shopping Centre, Athlone

154,141 sqft Investment

Acquired: on behalf of Credit Suisse



## St. Stephen's Green, Dublin 2

320,000 sqft Investment

Acquired: on behalf of Madison International Realty



## HWBC Investment



## 57/58 Grafton Street, Dublin 2

12,400 sqft Investment

Acquired: on behalf of Irish Life

## The Anchorage

26,600 sqft Investment

Acquired: on behalf of New Ireland Assurance

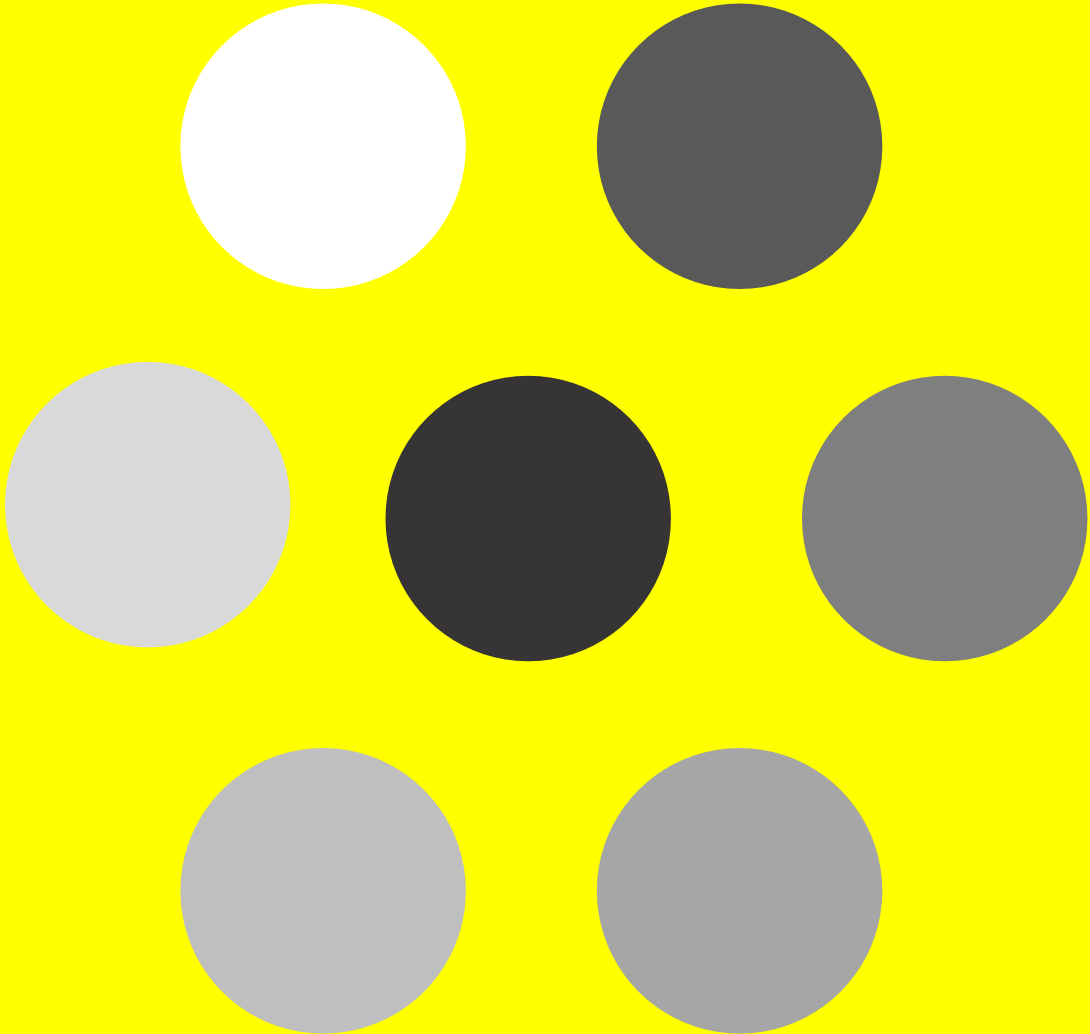


## Dolmen House, Earlsfort Terrace Dublin 2

12,500 sqft Investment

Acquired: on behalf of Irish Life Assurance





# Property Management

# HWBC Property Management

## by numbers

**€1bn+** Capital Value

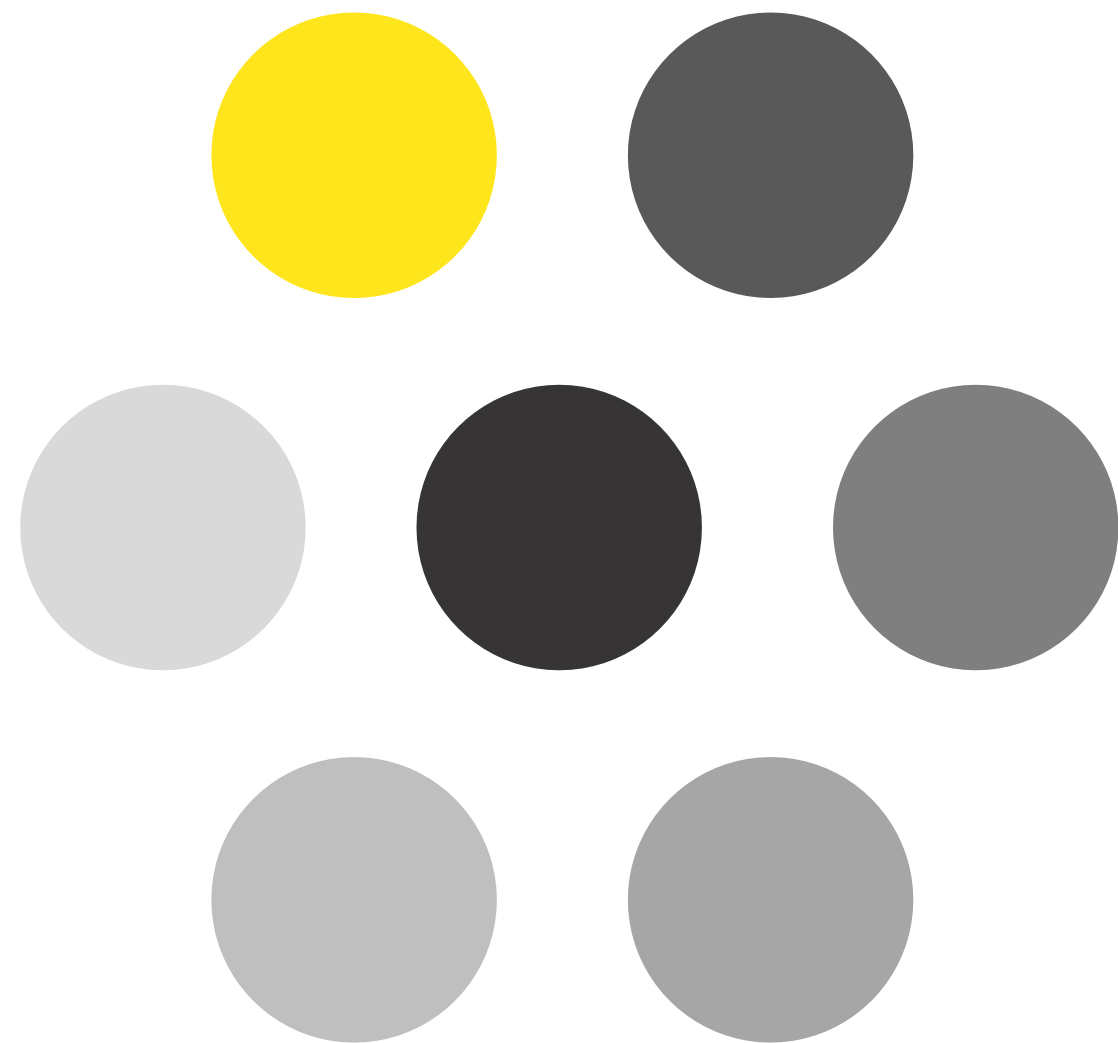
**4,250,000 sq ft** under management

**€55m** annual rent roll

**€11m** annual service charge administration

**1,000+** tenants

**55** on site staff



# HWBC Property Management

## by nature

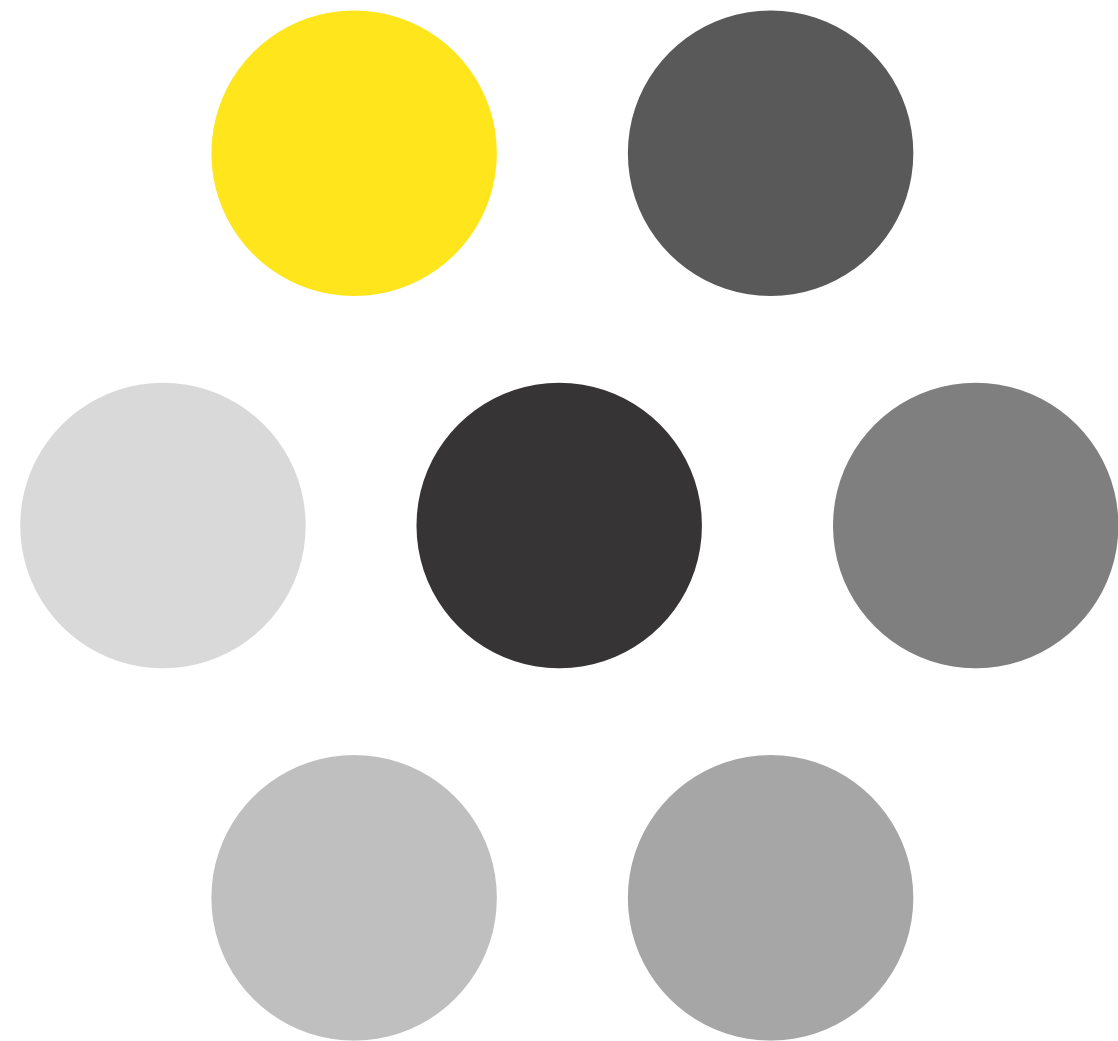
Fully-resourced and dedicated team of experienced property experts working to the highest standards in an enthusiastic working environment.

A first class nationwide property portfolio.  
Sound financial management at its core.

Full financial reporting capabilities and currently in operation for institutional funds, private equity investors and Central Bank-regulated Investment Funds.

A track record for delivering tangible, positive contributions to the success of property investments and asset management strategies.

Retail-focused and shopping centre management expertise with a reputation for maximising trading environments.  
A renowned quality service.





# HWBC Property Management

## Blackpool Shopping Centre & Retail Park, Cork

350,000sqft District Centre including retail, offices, cinema, residential & multi storey car park

Asset Management, Property Management & Retail & Office Agency







**Elm Park,  
Office Complex, Dublin**  
65,000sqft Office investment



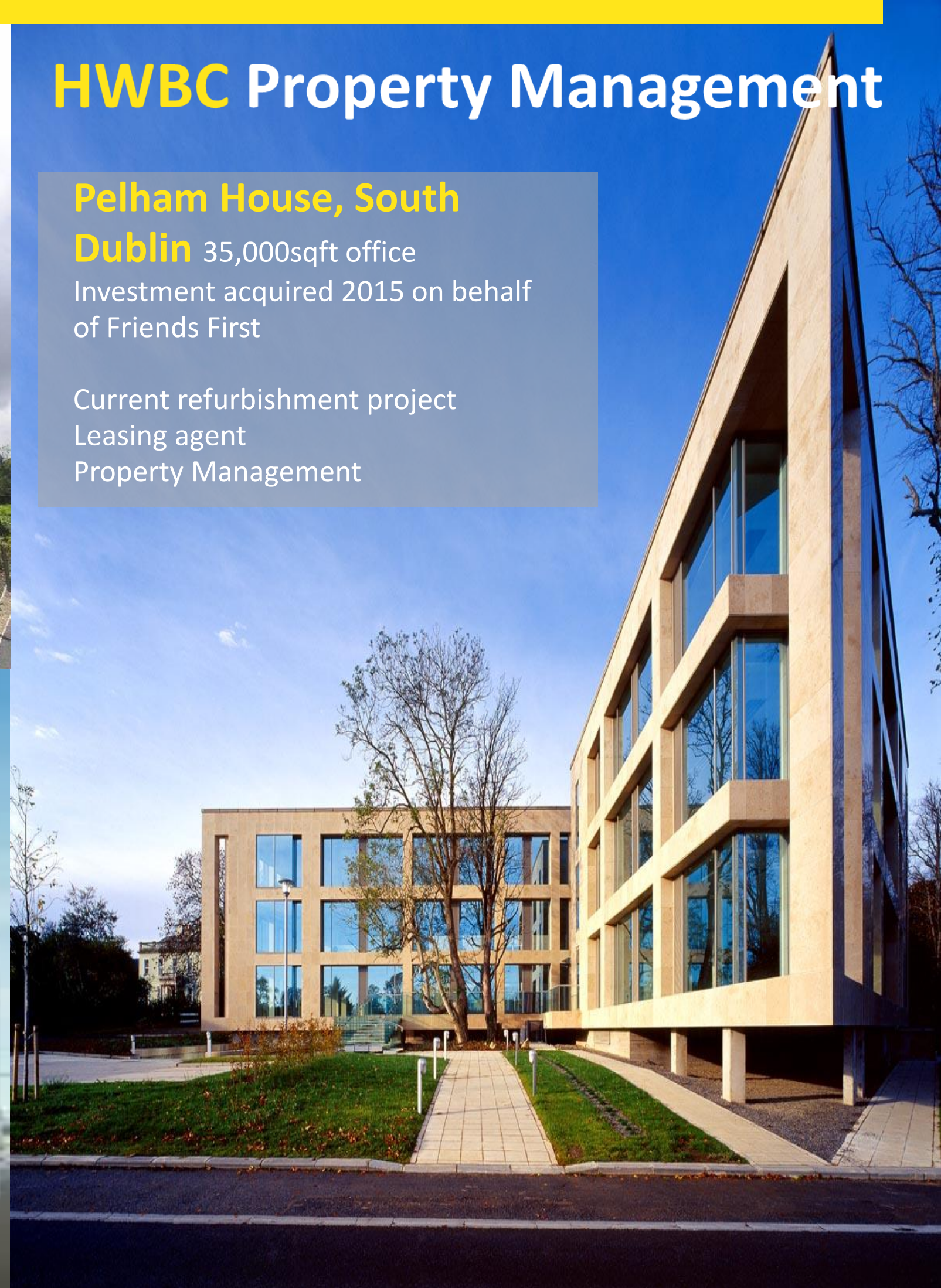
**No. 3 Spencer Dock,  
Dublin Docklands**  
120,000sqft Office investment

# HWBC Property Management

## **Pelham House, South**

**Dublin** 35,000sqft office  
Investment acquired 2015 on behalf  
of Friends First

Current refurbishment project  
Leasing agent  
Property Management





# HWBC Property Management



## Stillorgan Shopping Centre, Dublin

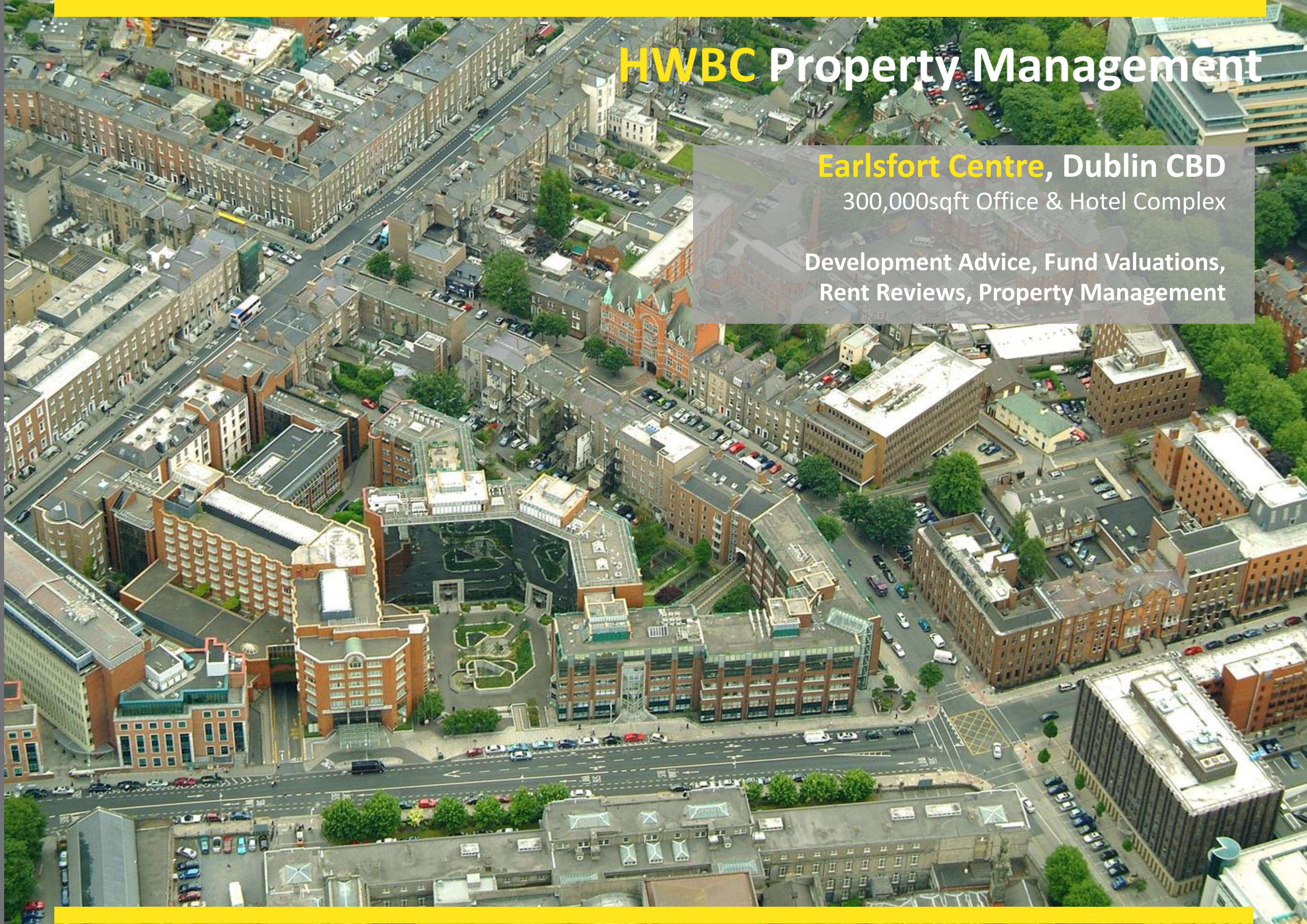
145,000sqft, €6m, annual rent roll.  
Ireland's first shopping Centre



# HWBC Property Management

**Earlsfort Centre**, Dublin CBD  
300,000sqft Office & Hotel Complex

Development Advice, Fund Valuations,  
Rent Reviews, Property Management





# HWBC Property Management

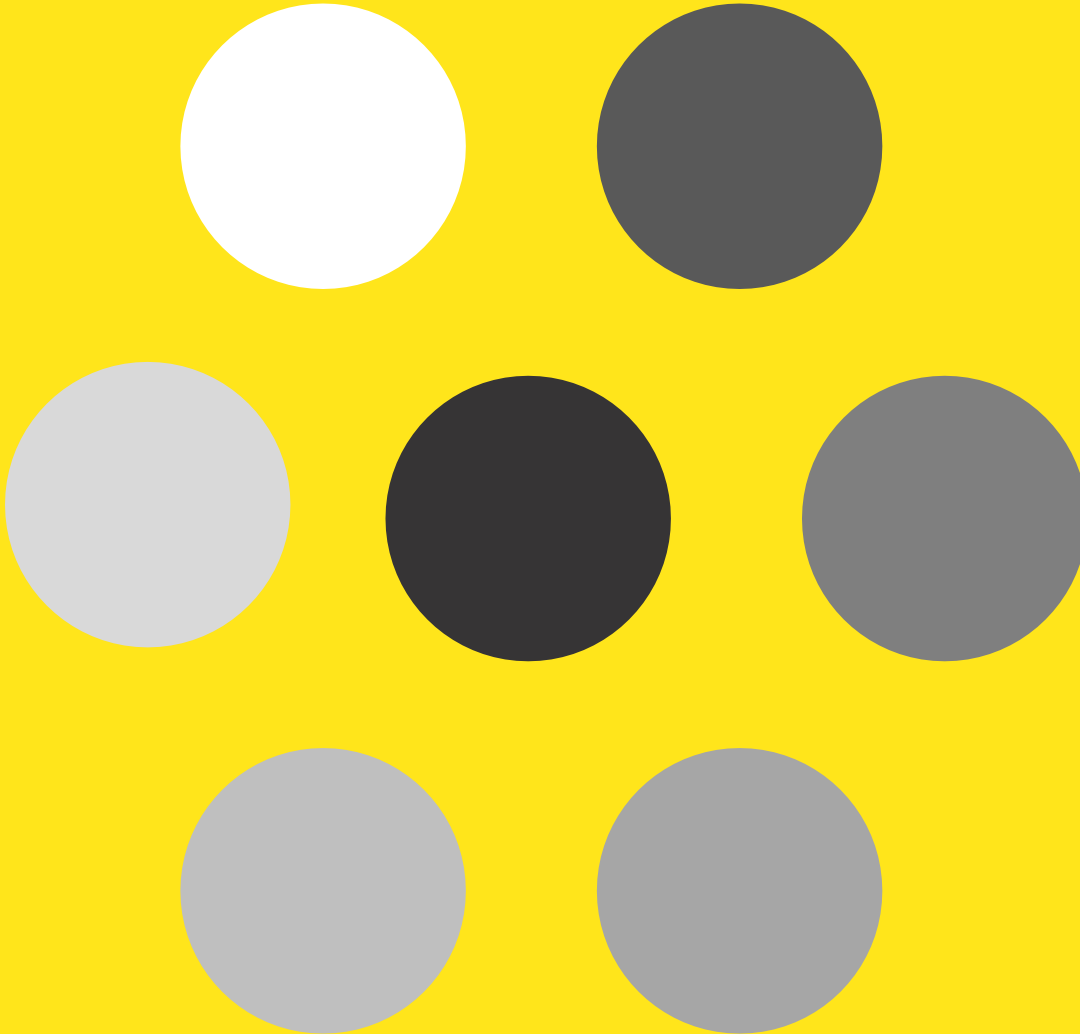
**Douglas Court Shopping Centre,**  
**Cork** 165,000sqft retail centre. €4.8m annual rent roll.

Planning to be lodge Q4 2015 for redevelopment

Asset Management, Property Management & Retail Agency







Retail Agency



# HWBC Retail Agency by nature

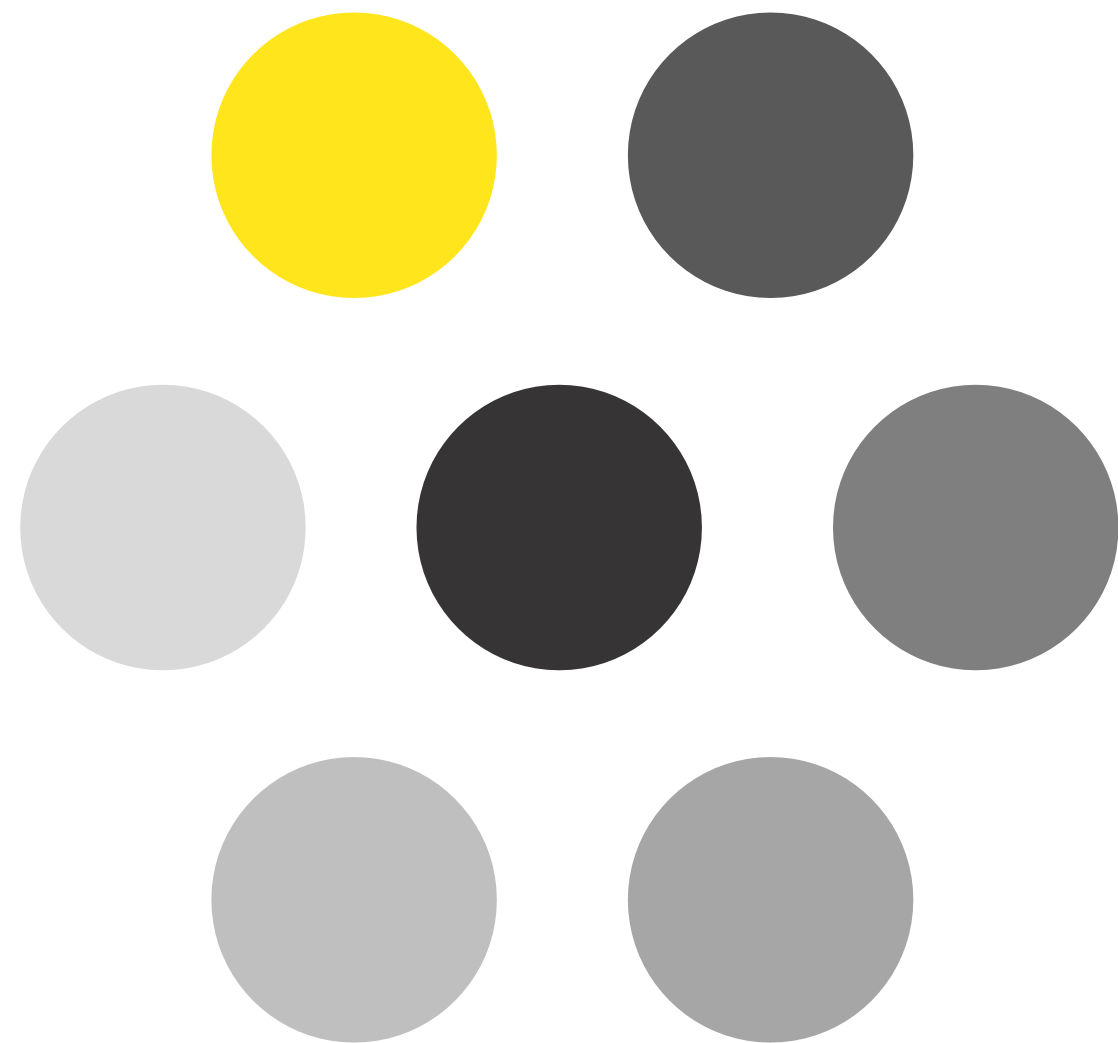
An excellent reputation for expertise and service across every sector of the retail and leisure markets with involvement in the sale, letting, acquisition and development opportunities for retail space.

A deep understanding of evolving consumer demand, retail strategies and trends that influence the retail landscape.

Whether acting for a retailer or landlord we work intensively on project from an ideas inception through to its successful completion. This includes the expansion of a chain of shops for a retailer or advising a landlord on leasing strategies for shopping centres or high street retail units.

In conjunction with our asset management and property management colleagues we provide coherent strategies for client assets and ensure its execution in an efficient manner.

We lend our expertise to other disciplines including valuations, rent reviews, lease renewals and rent renegotiations to deliver the optimal outcome for a client.





HWBC Retail  
Agency

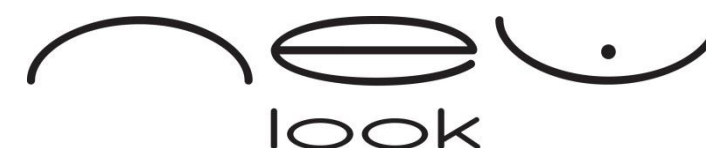
Retail  
by Retailers



PRIMARK  
PENNEYS



home store  
+ more



TESCO  
IRELAND



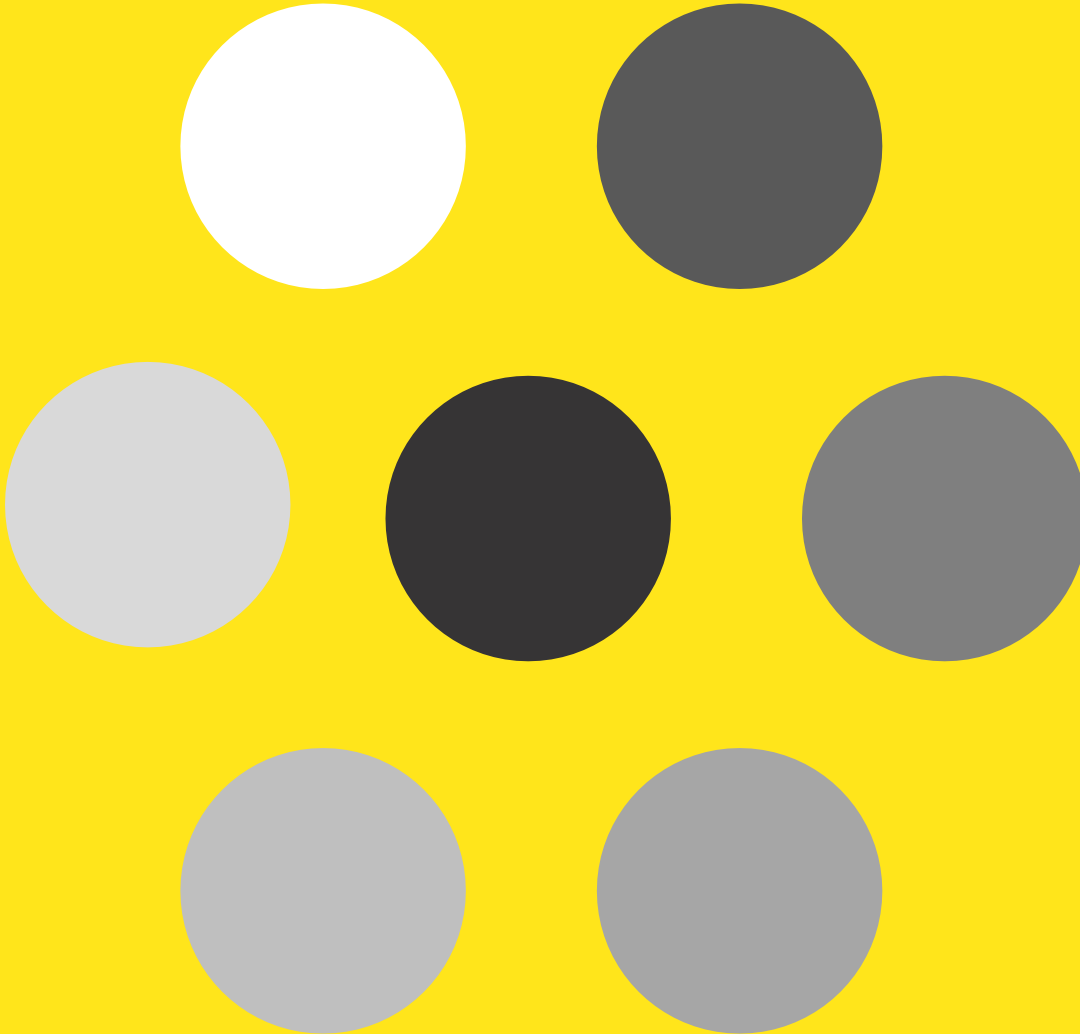
heatons



vision express







Office Agency



# HWBC Office Agency

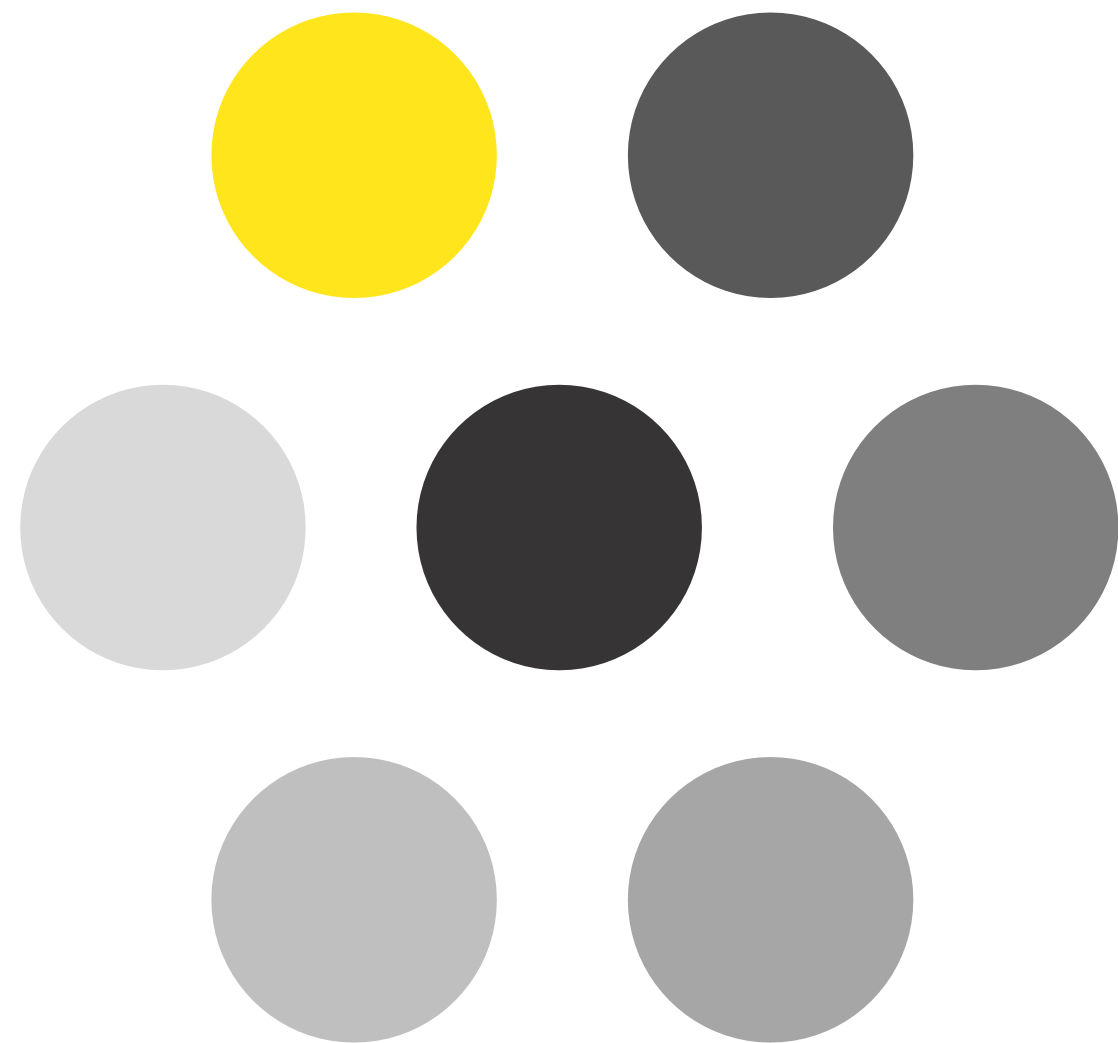
## by nature

HWBC Office Department is headed by Paul Scannell (Director) with colleagues Conor Kevany (Director) and Emma Murphy (Associate Director), with over 60 years combined experience in the Dublin Office market.

We are a specialist office agency team working with both corporate and private clients in an advisory role in the letting, marketing, development and acquisition of modern offices in Dublin.

HWBC have worked with all the main stakeholders in the Office sector in Dublin including Irish Life, Canada Life, Friends First, Green Property, State Street and Earlsfort Developments to name but a few.

We have a strong industry reputation for providing independent expert advice based on detailed analysis of the market to maximise our client's interests. We have built our reputation and model on full commitment to our significant instructions to ensure major clients have access to Directors at all times, without the risk of conflicts of interests arising.





# HWBC Office Agency

## by Clients

*Deloitte were recently advised by Paul Scannell on the re-structure of its leases in Hardwicke House. The market advice and strategic guidance from HWBC were essential to the positive outcome of the lease negotiations.'*

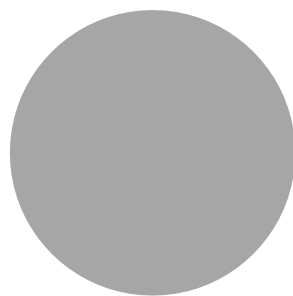
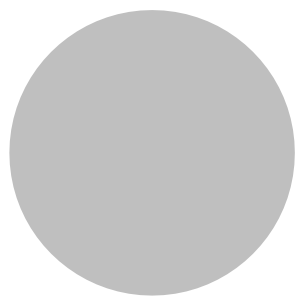
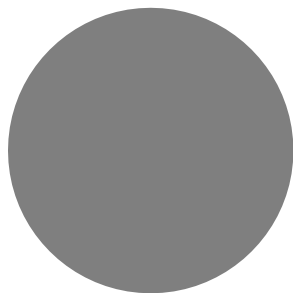
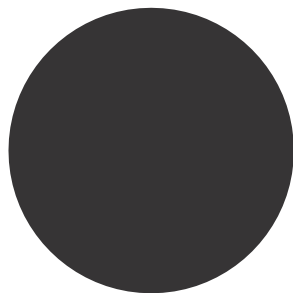
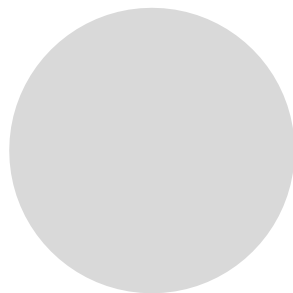
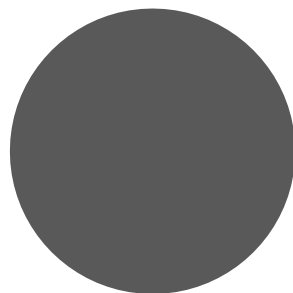
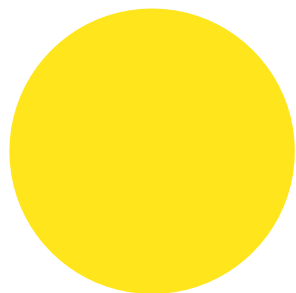
John Gray, Head of Technology & Operations – Deloitte

*'The Directors and Staff of HWBC have been involved with the Earlsfort Group for over 20 years and have been pivotal to our involvement in some of our most successful developments including East Point and Harbour Square'*

Matt Gallagher, Chairman, Earlsfort Group

*'HWBC were an important element of the design team input from the outset of the development. HWBC expert market knowledge of end user requirements was vital in liaising closely with the project management team during the build programme through to final marketing, which resulted in securing a high quality tenant on a long lease with a nil void period post PC'*

The Haddington Partnership, Hibernian House, Dublin 4.





## Eastpoint Business Park, Dublin

1.5m sqft office park

Development Advice, Leasing & Sales Agency, Block Property Management, Rent Reviews & Valuations



A photograph of Hardwicke House, a modern office building in Dublin. The building features a prominent glass facade on one side and a more solid, grey-clad section on the other. The glass reflects the sky and surrounding environment. The building is situated on a city street with a clear blue sky above.

## Hardwicke House, Dublin CBD

Advisor to Deloitte on 30,000sqft  
re-gear & expansion

A photograph of a modern office building on South Frederick Street in Dublin. The building has a multi-story facade with large windows and a mix of materials, including stone and glass. A sign above the entrance reads '59 South Frederick Street'. The street is visible in the foreground with a few cars and a clear blue sky.

# HWBC Office Agency

South Frederick Street  
Dublin CBD

Entire Let to New Ireland Insurance on  
behalf of SSGA





# HWBC Office Agency



## Classon House, Dundrum, Co Dublin

75,000sqft entire Let on behalf of Green REIT plc





# HWBC Chartered Surveyors

## Contacts:

**Tony Waters**  
Managing Director

**T: 01 77 50 512**  
**E: [twaters@hwbc.ie](mailto:twaters@hwbc.ie)**

**Joe Bohan**  
Director, Investment

**T: 01 77 50 524**  
**E: [jbohan@hwbc.ie](mailto:jbohan@hwbc.ie)**

**Patrick Champion**  
Div Director, Investment

**T: 01 77 50 507**  
**E: [pcampion@hwbc.ie](mailto:pcampion@hwbc.ie)**

**Iain Sayer**  
Div Director, Asset Management

**T: 01 77 50 539**  
**E: [isayer@hwbc.ie](mailto:isayer@hwbc.ie)**

**Stephen Hale**  
Director, Property Management

**T: 01 77 50 502**  
**E: [shale@hwbc.ie](mailto:shale@hwbc.ie)**

**Gavin Brennan**  
Assoc Director, Retail Agency

**T: 01 77 50 513**  
**E: [gbrennan@hwbc.ie](mailto:gbrennan@hwbc.ie)**

**Paul Scannell**  
Director, Office Agency

**T: 01 77 50 527**  
**E: [pscannell@hwbc.ie](mailto:pscannell@hwbc.ie)**

**Michael Coyle**  
Director, Professional Services

**T: 01 77 50 503**  
**E: [mcoyle@hwbc.ie](mailto:mcoyle@hwbc.ie)**

**Gerry Sheridan**  
Director, Professional Services

**T: 01 77 50 528**  
**E: [gsheridan@hwbc.ie](mailto:gsheridan@hwbc.ie)**

