

**20** projects in development

**13** cities

**44** employees

turnover

**145 M€**

net result

**17 M€**

**24,7%**

return on equity

## In its 30<sup>th</sup> birthday year, the real estate developer can boast truly brilliant figures and a presence in several European markets.

In 2011, seven years after the management buy-out that created its new identity, BESIX RED took a strategic turn that would prove particularly judicious. The new management opted resolutely for diversification, both geographically and sectorally. Objective: to ensure sustainable growth, by reducing the exposure to the cycles of the different markets. In this way residential today represents just over half of the turnover, against 80% at the time of the buy-out.

The increase in other activities includes not only office building, but also retail and services. At the same time, while maintaining its strong presence in Belgium, BESIX RED has gradually established itself in a number of foreign markets, targeting high-potential cities.

Following its first successful experiments in the Netherlands, France and Portugal, BESIX RED wishes to further assert its position in these various geographic markets by developing local antennas. These will serve to deepen its local knowledge, on the pattern of what it has done in Luxembourg.

BESIX RED's most outstanding projects in the city of Luxembourg include:

- ▶ the ING-Luxembourg head office, sold to Axa (Kons - 20,600 sqm),
- ▶ the world headquarters for the Ferrero food group (29,500 sqm),
- ▶ the Impulse project (6.453 sqm), sold to Swiss Life
- ▶ or recently, the sale of the company owning the Quatuor project (4.603 sqm of office space) to French insurer Monceau, brokered by real estate services and consultancy INOWAI.

2017 also marks BESIX RED's entry into Portugal where the company has secured a long-term lease with a

renowned international French group for the Parque Oriente project, near the Lisbon 'Expo' (25,000 sqm residential and 13,000 sqm office).

In Amsterdam, the daring Sluishuis building (39,000 sqm residential), already sold more than 70% to Dutch pension fund Bouwinvest, testifies to the growing synergy within the BESIX Group. The international experience and engineering expertise of its parent company, as well as the structural partnerships established with local stakeholders, are major assets that are enabling BESIX RED to tackle ambitious and iconic projects.

«The time is past when we just sold bricks, or even housing,» says Gabriel Uzgen, Managing Director of BESIX RED. These words have been converted into deeds with the creation of an innovation unit to examine new concepts, particularly in home automation and the Internet of Things. It is also a real incubator of start-ups focused on real estate-related

services. One idea selected for further development is using the blockchain to constitute a tamper-proof register with all data relating to a particular property. This will be available to the owner for example when reselling the property. Another idea: computer tools for co-living, facilitating dialogue in co-ownership structures, and also allowing, for example, the sharing of tools or cars. Focused on innovation, BESIX RED has clearly chosen to design tomorrow's living spaces.

Quatuor, Luxembourg

