

BESIX RED aims to share its expertise with financial partners and strengthens its “Investors Advisory team”

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With more than 30 years of experience on the real estate market, BESIX RED – real estate subsidiary of BESIX Group – intends to provide the architectural, technical and operational excellence of its multidisciplinary team to institutional and private investors.

The long-term and steady growth BESIX Real Estate Development recorded in Belgium and foreign cities for several years, nowadays allows the company to increase the diversification of its activities. The developer aims to capitalise its expertise and from now on positions itself as “Investors Advisor”.

An approach the company already demonstrated in Belgium with the residential projects OXYGEN (89 units, Auderghem) and SO Stockel (138 units, Woluwe-Saint-Lambert) and, more recently, in Portugal, renewing a financial partnership with Belgian stock-exchange quoted investor LA COMPAGNIE DU BOIS SAUVAGE for the project DUUO (33,900 sqm residential – 280 units – Lisbon).

« The decisions taken from 2011 on in terms of investments in order to consolidate our project portfolio have borne fruit. These financial operations fall within our growth policy that is based on three major cornerstones:

- A sectorial and geographical diversification strategy, which allows us to reduce our exposure to economic cycles depending on only one market ;*
- The growing synergy among the different BESIX Group entities, which allow us to benefit from the large expertise of our construction subsidiaries (engineering, marinerworks, infrastructure, high-rise buildings) ;*
- And finally our position in terms of innovation, where innovation is considered as a mean for the benefit of our clients”,* exposes Gabriel UZGEN, CEO BESIX RED.

In addition to these three pillars, BESIX RED is nowadays committed to retain long-term relationships with key accounts, whom it aims to share its expertise and develop ambitious and innovative projects with, creating value for the benefit of the final client ; the end-user.

« This ambition seems even more achievable thanks to the growing synergy among BESIX Group's entities, the matrix structure of our organisation and the large expertise we encompass as developer-constructor. This identity inherent to our company has allowed us to win the trust of various high-quality clients and partners such as Swiss Life, Monceau Assurances, Ferrero International, Bois Sauvage as well as Spaces (IWG)», applauds Gabriel UZGEN.

It is within this approach that BESIX RED has just appointed Frédéric van MARCKE de LUMMEN, currently Director Belgium, as "Investors Advisor Director BELGIUM". He will take up the position in June, alongside Bernard VAN ESSCHE, who is in charge of the Pan-European market.

« This appointment falls within the pursue of our growth strategy and testifies to our medium-to long-term vision. More than creating a real estate product as such, our ambition is to create value by generating an ecosystem of services and expertise for our clients and partners», comments Gabriel UZGEN. « Frédéric's operational experience and the network he developed within his current function are a valuable assets for BESIX RED », continues the CEO.

The management of Belgium will be entrusted to Raphaël LEGENDRE, who has a degree in civil engineering and who disposes of solid experience in large-scale urban developments.

« The arrival of Raphaël as the head of BESIX RED BELGIUM demonstrates our willingness to continue our presence as major actor on Belgian territory, one of our main markets within our growth strategy. I am convinced that his strong team spirit, dynamism and his clear vision of the market, will allow Raphaël to carry out our ambitions », concludes Gabriel UZGEN.

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BESIX RED is a Belgian real estate development company, operating in residential, office, retail & services properties. As a subsidiary of BESIX Group, the company is present in Belgium and in a growing number of foreign cities. With a concern to create sustainable buildings that reflect its customers' needs, societal and ecological components, as well as innovation, form an integral part of its effort to conceive the real estate of tomorrow.
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