

# Corporate Brochure



# SIPA

SWISS INTERNATIONAL PROPERTY ADVISORS SA

“  
*Be fearful when others are greedy and  
greedy when others are fearful*  
”

Warren Buffet – currently ranked 3<sup>rd</sup> in the Forbes Rich list and generally recognised as the worlds most successful investor.

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**SIPA**

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# Who are we

Established in 2005, **SIPA** is a private global investment firm that specializes in originating and structuring real estate investments to institutions, high net worth individuals and end users.

**SIPA** is part of the SIPA Group SA, a Swiss registered company with its main office in Lausanne, canton Vaud. We offer investors and end-users access to unique real estate projects in new and growing markets. Through our network of international developers and construction firms, we select high-end residential building projects in prime locations with affordable entry prices and very high building and design standards.

**SIPA** has more than 30 investment professionals working from our 2 offices. These individuals collaborate across departments, sharing industry knowledge and insight to source, research and consummate investments in **SIPA** core focus areas.

# Our clients

Our clients are High Net Worth Individuals, Corporations and Small to Medium sized Investment Groups predominately based in Switzerland, Denmark, Norway and the UK.

Typically our clients are sophisticated investors, using overseas property to diversify their existing portfolios. Whether our clients are looking for a short term profit or a long term rental yield, our specialist advisors are capable of providing tailor made strategies.



# What we do

Our mission is to be the premier global property investment firm, leveraging the insight of **SIPA**'s team of investment professionals to generate extraordinary returns across a range of investment choices, while maintaining our good name and the good name of our investors.

We are dedicated to being the best in our field in terms of continuously improving product quality, service excellence, innovation and performance.

We source and acquire the rights to the very best developments. Our projects are suitable for armchair investors who want solid returns with minimum direct involvement, as we do all the work for you. As the investment advisor, we are directly involved in every step; from choosing what country to invest in to approving architectural designs and over viewing construction, through to furnishing the completed apartment and managing the rental. This ensures that we have full control over the quality, spend and progress of all of our developments and can offer our investors complete peace of mind.

Through our 2 subsidiary companies **SIPA Switzerland** and **SIPA Bulgaria**, we are structured to deliver a wide range of services to our clients.

**SIPA Switzerland** oversees all international property investments and produces in-depth reports and bulletins on the international property investment market. The majority of investment representatives are based here servicing its international clientele.

**SIPA Spain** services all UK and Ireland based clients.

**SIPA Bulgaria** is the main drive behind our re-sale apparatus and is the operations hub.



# SIPA Standards

We continually strive to exceed market standards but more importantly, your expectations.

Our drive and commitment to our clients and corporate partners has awarded **SIPA** the reputation of a professional market leader, providing expert comment, opinion and reports to national and international media and investment specialists.

**SIPA's** market leading, robust selection process ensures that we provide you with only the best, financially secure property investments to safeguard your future.

All of our projects undertake compulsory due diligence, making **SIPA** the only overseas property investment company who can provide you with complete peace of mind.

Our innovative approach means we deliver consistently below market value developments, helping you to build a successful and effective investment portfolio. Please follow this link [www.s-i-p-a.com](http://www.s-i-p-a.com) for more detailed information.



# The SIPA investment model

**SIPA** seeks to identify value-priced real estate investment opportunities in emerging markets.

As part of the 'bottom-up' or local market approach, the macro-economic analysis is combined with market specific analysis to identify investment opportunities. **SIPA** has a strong local network through its business partners, joint-venture partners, employees and alliances with proven real estate professionals which assist **SIPA** identify and capitalize on potential investments.

- We look for undervalued property prices and high potential for capital growth.
- We identify a particular market niche and precise location
- We partner with the best local developers who provide exceptional quality and outstanding value.
- We negotiate bulk discounts from the developer
- We analyse the key market drivers of supply and demand
- We identify one single powerful dominating factor that will drive prices upwards.
- We increase investor profits through leverage and off-plan purchasing
- We invest heavily in the exit strategy

## What we provide:

- Investments in emerging market economies offering high rental yields
- Beginning to end service
- Low entry costs
- Maximum capital returns
- Guaranteed rental returns on selected developments
- Financing available up to 75% (subject to status)
- Exit/resale strategies

# Due Diligence

The success of any property investment is largely reliant on location, location, location. We produce high quality reports and research papers to ensure we can identify the most desirable emerging markets for investment. Numerous factors considered in the research analysis include: economic performance, infrastructure and amenities, tourism statistics, major centres of employment and the local property market.

We have extensive local contacts who we work with to ensure we only deal with the best developers within the region.

Once all necessary due diligence has been performed, the project is put to the investment board who make the final decision as to if we will recommend it. We never compromise on quality in the design and build of the projects, with all sites built to European standard and all coming with a guarantee on the build for up to ten years. We also have an excellent after sales package including an attractive furniture pack.

# The Buying Process

Once a specific project that you are comfortable with has been established, we will together examine what units are still available. Once the unit has been chosen, there will be a confirmation call. This is conducted independently from our sales floor. The purpose of the call is to ensure that investors' details are correct, the product meets the requirements and the investor has a full understanding of the details of the investment. Following this confirmation call, **SIPA** then instructs the developer to send out the purchase contracts. The first initial payment is to secure the unit and is paid directly to the developer.

Communication is the key to a strong relationship – and we ensure we have strong after sales contact with you, providing constant updates on the progress of your development.



# How We Are Different

In an increasingly competitive market, what separates **SIPA** from the competition?

**Our Integrity** – **SIPA** is committed to doing everything that we do with integrity and honesty. Unlike some property investment companies, we do not make exaggerated claims that you can make millions of pounds in the space of a few months. Instead, we provide realistic, carefully calculated forecasts of estimated Return on Investments and we calculate market value based upon that of comparable sites.

**Commitment to quality** – **SIPA** only provides quality investment opportunities to our investors, which is why we are so selective when it comes to choosing the right countries and sites to invest in, at the right time. Quality is reflected in everything we do, from the extensive due diligence process for site selection through to the construction and final furnishing of our properties.

**Extensive Experience** – Our experience as emerging market investors is second to none. Our founders and senior management have spent years dealing with property transactions on a global scale, with a 100% track record in the transactions that they have been involved in. This, combined with our wide-ranging and extensive list of international contacts, means that we are always the first to know about the best new investment opportunities for our clients.

**Deferred Build Strategy** – By investing in Off Plan property, our investors are able to receive considerable capital appreciation in the value of the land prior to completion of the project, allowing for exit strategies on the way. Deferring construction allows for maximum growth and cash flow advantages from an initial minimal investment. All of our investments are geared for maximum return for our investors who buy in before the first brick is laid.

**Leveraged Investments** – Whilst our competitors are experiencing a downturn in activity owing to the effects of the credit crunch, **SIPA** continues to succeed and expand in the competitive property investment market. The unique way that our projects are leveraged – using our own funds to finance the build process and facilitating mortgages after the development's completion - enables our investors to reach returns which would have only previously been available in an established market.

In the past year, our pre-tax profit has increased 47% and our turnover is up 36%. We wouldn't be reaping such rewards if our clients were not experiencing considerable growth on their investments.

# Contact SIPA

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