

Case study

Acquisition power of the platform

The popularity of mixed use concepts has been growing over the last couple of years. Municipalities encourage these mixed use areas, where working, living and leisure all come together. Project developers have responded to this trend with the development of an increasing number of mixed use projects.

Usually these mixed use areas have many stakeholders. To minimise risks, developers prefer to sell these projects to one purchaser. Furthermore, selling to one purchaser guarantees a strong integration of the different functions and limits discussion points.

The a.s.r. real estate platform

a.s.r. real estate manages four sector funds (the ASR Dutch Prime Retail Fund; the ASR Dutch Mobility Office Fund; the ASR Dutch Science Park Fund and the ASR Dutch Core Residential Fund). The retail, office and residential funds all have a focus on highly central locations, with good accessibility and nearby facilities. This similar kind of focus enables the Funds to collaborate in large multi-sector acquisitions, making a.s.r. real estate an attractive partner for developers of mixed use projects.

Wonderwoods

An example to illustrate the power of acquiring via the a.s.r. real estate platform is the acquisition of Wonderwoods (Utrecht) in 2018. Wonderwoods is a mixed use project which combines an office function with a residential function. This acquisition suited both the ASR Dutch Mobility Office Fund and the ASR Dutch Core Residential Fund. We have developed a shared vision to optimise the functions in the project and have been able to acquire the complete project by collaborating as a platform.

