

MINERVA SELLS RAM BREWERY DEVELOPMENT IN WANDSWORTH, LONDON SUCCESSFULLY TO CHINA'S

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Minerva向中国绿地集团成功售让伦敦 **wandsworth** 的 **Ram** 啤酒厂开发项目

Minerva, the property investment and development group acquired by clients of Ares Management LLC and Delancey in 2011, has exchanged contracts to sell its Ram Brewery development site in Wandsworth, London, to Greenland Group ('Greenland'), the Chinese state owned developer. The transaction with total investment value of circa £600 million represents Greenland's first acquisition in the UK.

Minerva 作为由 Ares 管理有限责任公司和 Delancey 的委托人于 2011 年收购的资产投资与开发集团已经与中国国有开发商绿地集团（“绿地”）交换合同并向其出售位于伦敦 Wandsworth 的 Ram 啤酒厂开发项目。这笔总投资价值将近 6 亿英镑的项目是绿地在英国收购的第一个项目。

The historic Ram Brewery was originally acquired by Minerva in 2006 for redevelopment. The 7.75 acre Ram Brewery development is being sold with outline planning permission for 661 new homes, including a 36 storey landmark tower providing 166 flats and 9,500 sqm of commercial space for new shops, cafes, bars and restaurants, complementing the site's historic buildings which formed the original Young's brewery.

历史悠久的 Ram 啤酒厂最初由 Minerva 于 2006 年收购以再次开发。这个 7.75 英亩的 Ram 啤酒厂开发项目出售时带有概念性规划许可：661 套新建公寓，包括一栋 36 层高的标志性高楼提供 166 套公寓与 9500 平方米用于新建商店、咖啡馆、酒吧和餐厅的商业空间，附以地块上原先 Young's 啤酒厂的历史建筑。

Greenland is one of the biggest developers in the world with circa 600 million sqft of large-scale commercial and residential projects currently under construction in 80 cities throughout China as well as real estate projects in Jeju in South Korea, Pattaya in Thailand, Sydney and Melbourne in Australia and New York and Los Angeles in the USA.

绿地是世界最大的开发商之一，目前在中国 80 个城市约有 6 亿平方英尺项目在建，同时相继在韩国济州岛、泰国芭堤雅、澳大利亚悉尼和美国纽约洛杉矶有大型商住项目的开发。

Paul Goswell, Managing Director of Delancey said, *"Since acquiring Minerva two years ago, we have worked hard to comprehensively redesign the original scheme which culminated in planning consent being secured last December. Our strategy had been to implement the scheme ourselves, possibly with a partner, but that changed when Greenland made their unsolicited proposal.*

We are delighted that our efforts to date, together with Greenland's world class development expertise, will mean that this long awaited scheme finally happens for Wandsworth."



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Delancey 董事总经理 Paul Goswell 说,“自从两年前收购了 *Minerva*, 我们一直努力全面重新设计原先被否决的方案, 并最终在去年夏天获得了对规划许可的保证。我们的策略本来是自己完成这个方案, 可能与一个合伙人一起, 但是在绿地主动提出了他们的建议后我们改变了策略。”

我们很高兴我们的努力与绿地世界级的开发专业知识意味着这个等待已久的方案在 *Wandsworth* 将最终得以实施。”

Wilson Lamont, a Partner in the Real Estate Group of Ares Management LLC, added, *“This is a huge vote of confidence for Wandsworth town centre, seeing an investor of this standing commit to delivering our development. We are confident Greenland will make a great success of it and that Wandsworth town centre will be transformed for the better.”*

Ares 管理有限责任公司合伙人之一 Wilson Lamont 补充道,“这对于 *Wandsworth* 镇中心是个巨大的信心鼓舞, 看到一个很高地位的投资者承诺提供当地发展。我们也对于绿地能够取得巨大成功很有信心, *Wandsworth* 镇中心将会向好的方向转化。”

When asked to comment on choosing London as Greenland's first stop in Europe, Zhang Yuliang, Chairman and President of Greenland Group said, *“London is the global financial centre as well as the most open and diversified city that enjoys the most mature economic development, making it the first option for our investment in Europe. Due to the active trading in London local real estate market in the last two years, the average residential price rose by 10% in 2013, and the increase in demand is expected to continue in 2014. There have been more and more individual investors who favor UK market, thanks to the stable return on asset, high quality assets and sound market liquidity.”*

对于登陆欧洲首选英国伦敦, 绿地集团董事长、总裁张玉良表示, 伦敦是全球金融中心, 也是欧洲大陆最为国际化、经济发展最为成熟且最具开放性和多样性的城市, 是投资欧洲的首选城市。特别是近两年伦敦房地产市场交易活跃, 2013年内住宅均价平均上升 10%, 预计 2014 年总体需求还将呈现上升态势。而越来越多个人投资者青睐于英国市场则主要基于以下原因: 稳定的资产回报、优质的资产、良好的市场流动性。

Guy Grainger, UK CEO Jones Lang LaSalle said, *“We are very pleased to have been able to align Minerva with Greenland in what is a landmark transaction for the London residential market and a exceptional result for Wandsworth town centre. This deal emphasizes the strong relationships currently being created between the UK and China and further highlights London as the number one destination for international capital, both of which we see as assuring the delivery of this important regeneration project.”*

Jones Lang LaSalle and Savills acted on behalf of Minerva.
仲量联行和 Savills 代表 Minerva。



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Notes to Editors 编辑注意要点

About Minerva

Minerva Limited, the property group specialising in real estate investment and development in the UK, is owned by Jupiter Properties 2011 UK Limited, a company owned by funds advised by ARES Capital Management and clients advised by Delancey Real Estate Asset Management Limited ("Delancey").

关于 Minerva

Minerva 有限公司，一个专业在英国进行房地产投资与开发的物业集团，由英国 Jupiter 2011 地产有限公司（一家由 Ares 资本管理公司控制的基金以及 Delancey 房地产资产管理有限公司“Delancey”的委托人所有的公司）所有。



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