

Parella begins its international development by buying its Dutch counterpart Solved

Paris, November 28, 2019, Parella, a leader corporate real estate advisory and workspace optimization 100% dedicated to users and tenants, announces the acquisition of a majority stake in Solved, the leading Dutch player in real estate strategy and transaction, also 100% user oriented.

"We are pleased to greet Solved's Dutch teams in the Parella Group as part of our international deployment strategy, which aims at opening up new opportunities for our customers and employees." says Michel Jean, General Manager of Parella.

The group thus formed has 120 employees and revenues close to 50M euros.

Why Parella got interested in Solved?

Since its creation in 2009, Parella has helped companies of all sizes and industries to build powerful real estate strategies and new ways of working that inspire and engage their talents. To do this, Parella understand their clients' challenges in their entirety and in all objectivity. Its objective is to create a genuine European platform based on these founding principles, in order to provide our international customers with an equivalent range and quality of services in all the countries it will encompass.

"This acquisition allows us to connect with one of the leading countries in terms of managerial innovation and transformation of workspaces. We have been working for years with Solved's professionals who fully share our DNA, our ambitions and our conflict-free positioning. Solved supports renowned international clients and has significant growth prospects in its domestic market." said Michael Kaplan, Olivier Neuman and Patrick Pelloquin, Partners of Parella.

"We have decided to join a group with strong values and ambitious objectives. We believe that this step is an important milestone in raising awareness of the need for corporate-tenant-only advisors in a real estate business which is full of conflicts of interests." say Oscar Swagerman, Erik Tijsma and Olivier van Gool, partners of Solved.

About Parella

For more than ten years, Parella has been advising business leaders on the design and implementation of high-performance real estate strategies and inspiring workspaces that convey the corporate image of enterprises as well as enable their innovation and transformation objectives.

Parella is involved in these main areas: strategy and opportunity assessment in the context of real estate projects, asset valuation, search and negotiation of office premises, renegotiation of leases, performance of acquisitions, sales & lease-backs, development projects, disinvestments, technical audit and due diligence of buildings, support for change management and adoption of new ways of working.

Parella's revenues and workforce doubled over the past two years to reach a projected 2019 revenues close to €50 million and 120 professionals.

Among the companies that have trusted them:

Allianz, Allen & Overy, Axens, CCR, CDC, Crédit Foncier, Dow Jones, EDF, Edenred, Europcar, Fabernovel, Fnac Darty, Groupama, GroupM, Geoxia, Gemalto, Gide, Groupe Rocher, Helvetia, Idemia, Kering, KPMG, Lagardère, La Maison du Whisky, Linklaters, Metlife, Meetic, Oddo, Oliver Wyman, Orange, Orpea, OVH, RTE, RTL, Samsung, Scotto, Société du Grand Paris, SNCF, Thales, Twitter, United Biscuits, URSSAF.

<https://parella.fr> and <https://esquisse-officedesign.fr>

About Solved

Solved introduced the 100% tenant rep model 12 years ago in the Netherlands and are still market leader. Solved has been helping office users in defining their real estate and workplace strategy, brokerage and project management services.

Among the companies that have trusted them:

Arbo Unie, FNV, Heimstaden, Nederlandse Zorgautoriteit, Neptune Energy, Subway, Amsterdam Capital Trading & Warner Bros.

<https://www.solved.nl>

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