

## Expertise on the Spot



**Alexander A. Layton**

- Broad experience in numerous management positions in the retail sector (electronics and furniture).
- From 1997 director and head of sales of Austrian XXXLutz-Group, among others responsible for successful launch of MömaX formula.
- Organisation of international expansion of brands XXXLutz, MömaX and Möbelix; administration of corporate real estate and coordination of mergers and acquisitions.
- Since 2005 with own counselling company SUXXEZZ based in Bratislava active in development and marketing of large scale retail schemes in Central Europe, in particular for MID-Group.
- Since 2012 active also in Austria as Corporate Adviser with a strong focus on operational retail.

**SUXXEZZ k.s.**  
**Development & Consulting**  
 SK-811 05 Bratislava, Karpatská 18  
 A-7532 Litzelsdorf 517  
 +421 911 8 77 8 11  
 office@suxxezz.com  
 www.suxxezz.com



**Dr. Michael Wakolbinger**

- “Trained” Lawyer with strong roots in fashion retail.
- After various positions in financial industry from 1994 leading positions with C&A Mode (legal affairs, finance and tax).
- From 2001 international activities as Managing Director of real estate investment and development company Redevco Central Europe.
- Since 2006 based in Vienna and active as Corporate Adviser for MID-Group and other (real estate) companies.
- Operational responsibility for major multi-national real estate transactions (e.g. Babcock & Brown-transaction) and for project-development, especially the MID RWP-SK-Portfolio.
- Since 2012 represented with a local branch in Bratislava to intensify activities in Slovakia.

**Dr. Michael Wakolbinger**  
**consult – wakolbinger e.U.**  
 A-1070 Vienna, Neubaugasse 76  
 SK-821 07 Bratislava, Majoránová 96  
 +43 664 182 5 789  
 info@consult-wakolbinger.at  
 www.consult-wakolbinger.at



## WHERE WE ARE RETAIL STARTS

Alexander A. Layton  
 Dr. Michael Wakolbinger

# WHERE WE HAVE BEEN RETAIL STARTED

## Alex Layton about:



“With Lutz I learned how to combine operational management with real estate know how and how to use my creativity in retail. So I was able to contribute responsibly to fast international expansion of this giant furniture chain ...”



“New brands, new concepts and new distribution channels are necessary to keep one’s USP against the competition. For XXXLutz I was able to develop innovative formulas in order to establish them on the top of the market ...”



“Commercial optimisation of retail projects is one of my core businesses. I am responsible operationally for administration of all MID’s Retail Centres, but also für the Family Centres of Real4You-Group...”

## Track Record: Joint Activities

**The Power Centre Rožňava** indicates the spectacular start of our retail activities in Slovakia. The Centre is located in the middle of a big residential complex and attracts even shops from the city centre by its innovative design. Among others it contains the first store of KiK ever opened in Slovakia.



Power Centre Rožňava,  
Slovakia



Power Centre Prešov  
Slovakia

**TMT – THE MALL TRNAVA** is the hottest of our new projects. Together with our local partner Top Development a.s.. we are developing until 2014 a hybrid shopping centre with more than 30,000 sq m retail space and a big range of major international retailers for the Belgium based Investor **extensa**.



## Michael Wakolbinger about:



“During seven years with C&A I learned from the very first beginning what international fashion retail means and prepared expansion to Poland, Czech Republic and Hungary ...”



“Redevco offered the chances to me to recognize international real estate markets and to elaborate new methods of real estate management ...”



“My development and investment activities with MID in Central Europe were the absolute peak of my professional carrier so far in any relation ...”