

Press release

Flatow AdvisoryPartners (FAP) demerges business division for institutional investors and announces mezzanine fund

Berlin, 4 September 2017. Flatow AdvisoryPartners GmbH (FAP), the leading independent consultancy for the procurement and structuring of capital for real estate investments, is demerging its business division for institutional investors as a separate company. As of August 2017, FAP Invest GmbH, headed up by FAP's former Head of Investment Management Markus Mirbach, offers institutional investors advice on and access to attractive real estate debt investments as well as direct investments.

“Particularly in view of the sustained low interest rate environment, property remains highly attractive to institutional investors as a direct investment or in the form of real estate debt investments. That is why we are committed to investigating attractive proposals for our clients and developing new products with partners,” says Curth-C-Flatow, founder of FAP.

In the fourth quarter of this year, FAP will be launching a Luxembourg real estate debt fund. As initiators and investment advisors, FAP Invest GmbH has instructed a Service KVG in Luxembourg to launch the mezzanine fund and will provide access to institutional investors via its own platform. An initial sub-fund will focus on the allocation of subordinated capital for German real estate and development projects.

FAP Invest will act on behalf of institutional investors (e.g. insurance companies, pension schemes, pension funds, investment management companies and foundations), bringing these together with investors and developers. Consequently, the offering has been customised for direct real estate investments and will expand upon the opportunities currently available to institutional investors. Flatow AdvisoryPartners has advised on capital events totalling more than €12bn since 2005 and was recently crowned

"Property Debt Advisor of the Year" for 2016 at the PIE Europe Property Finance Awards. This market expertise constitutes the specialist know-how of FAP Investment Management.

Managing Director of FAP Invest GmbH Markus Mirbach, a graduate in Finance (IWW), previously worked as an account manager for institutional clients at WGZ BANK. There, Mirbach developed his concept of holistic client support ("one face to the customer") and built an impressive portfolio of real estate fund financing. Mirbach was previously responsible for treasury and capital markets at a Commerzbank mortgage lending subsidiary in Luxembourg and, in an earlier role, managed interest rate and FX derivatives at HSBC Trinkaus.

www.fap-invest.com

About Flatow AdvisoryPartners (FAP)

Flatow AdvisoryPartners GmbH (FAP) is the leading independent consultancy for the procurement and structuring of capital for real estate investments and development projects in Germany. In 2016, FAP was crowned "Property Debt Advisor of the Year" at the renowned Europe Property Finance Awards of Property Investor Europe (PIE) magazine.

As a one-stop agency, FAP secures overall financing comprising debt capital and, where necessary, equity replacement funds. FAP's involvement in transactions and projects means that our services are called upon by purchasers, vendors, agents, lenders and those seeking to raise capital.

FAP, with its head office in Berlin, was founded in 2005 by Curth-C. Flatow, who heads the company as Managing Partner alongside Managing Director Jörg Scheidler. Co-operation partners include BNP and Engel & Völkers.

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