

## Press release

### "FAP Barometer for Commercial Real Estate Financing" from Flatow AdvisoryPartners (FAP) and BulwienGesa to launch in July

- **Quarterly study will create transparency on lending practices of commercial real estate financiers**

**Berlin, 2 July 2012.** Developments in the finance markets and regulatory changes are impacting lending in commercial property financing. The conduct of national and international lenders is of particular interest for the German real estate sector.

Together with analysts BulwienGesa, Flatow AdvisoryPartners (FAP), an independent consultancy for the procurement and structuring of capital for real estate investments and development projects, is to investigate the lending market for the first time. The survey of experts will cover both established lenders, such as banks, and newer players in the market, such as insurance companies and pension schemes as well as loan funds seeking opportunities in the German real estate financing market.

Curth-C. Flatow, founder and Managing Partner of FAP, explains: "You often hear it said in the German real estate market that there is no credit available and that financing has become more difficult as lenders are more strict than they were just a few years ago. That may be true of some classic real estate financing institutions but the regulatory changes have brought new providers into the market who, until recently, would not have considered lending against real estate as an asset class. Surveying these lenders, analysing the results with BulwienGesa and presenting them to the market is our contribution to increasing transparency in the lending market."

Andreas Schulten, Director at BulwienGesa, adds: "Previous investigations of commercial real estate financing have often focused on the borrowers, i.e. developers

and real estate companies. In contrast, our new FAP Barometer concentrates on the lending side and, therefore, has a completely new, objective and insightful approach for the real estate sector.”

The study will be based on the following values:

1. Basic values: fundamental parameters shaping the financing market
2. Measurement of pressure in the real estate financing market: analysis of responses to a set of questions asked quarterly (national and international, classic and new financiers)
3. Evaluation of current issues each quarter by examining new developments (e.g. Solvency II or Basel III)

The first edition of the FAP Barometer as well as a detailed explanation of the methodology and results of the new study will be presented to the public in July 2012 at a press conference in Frankfurt/Main. A press invitation will follow separately.

#### **About Flatow AdvisoryPartners (FAP)**

Flatow AdvisoryPartners GmbH (FAP) is an independent consultancy for the procurement and structuring of capital for real estate investments and development projects in Germany. 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 has its registered office in Berlin with additional offices in Hamburg and Frankfurt/Main as well as a representation in Dublin (Ireland). FAP was founded in 2005 by Curth-C. Flatow, who heads the company as Managing Partner.

[www.fap-finance.com](http://www.fap-finance.com)

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