

Press release

FAP expands offering with Investment and Transaction Advisory services

Berlin, 15 June 2016. FAP has extended its service spectrum with immediate effect. Following a new appointment, the company now offers Investment and Transaction Advisory services.

Consequently, FAP now provides structuring of financing, procurement of equity replacement funds, acquisition and disposal of real estate as well as exclusive access to the international FAP network from a single source. We can identify properties specifically matching the acquisition profile of investors and seek purchasers for development projects and existing property, accompanying the entire analysis and transaction process.

Curth-C. Flatow, founder and Managing Partner of FAP explains the new service line: "Investors are increasingly purchasing new-build property from developers at a very early stage prior to completion in order to secure an acquisition. At FAP, we have the earliest access to such properties. By structuring the financing, we are involved from the outset and, therefore, have access to these sought-after core assets before anybody else including agents. We complete the value chain for our clients and connect the interests of purchasers and vendors. Structuring overall financing and bringing together purchasers and vendors at the right time creates a decisive advantage for all parties. This also creates significant cost savings for developers and investors alike."

Asset managers, insurance companies and pension funds are guaranteed early access to core properties (forward funding or purchase). However, other risk categories including core plus, value add and opportunistic also come into the equation under the new service line. Individual disposals from portfolios with pending refinancing or early disposals as part of manage-to-core strategies are prime examples of the service offering.

Marcel Jann (37) will be developing the new Investment and Transaction Advisory service line for Flatow AdvisoryPartners GmbH (FAP). Jann joins the company from Savills, where he was a senior consultant in the investment team. The economics graduate studied at the University of Hamburg. He brings extensive experience in the conception of individual and portfolio transactions.

Jörg Scheidler, Managing Director and head of human resources at FAP says: "We are delighted with the acquisition of an experienced professional for the Investment and Transaction Advisory service line in Marcel Jann. Mr Jann will develop the business line and will complete transactions in close collaboration with the Financing team going forward."

Further personnel growth

Marie-Theres Steinicke (27) has been supporting the Project Management team, which is responsible for handling capital and financing enquiries, since the end of April. Ms Steinicke has a Master of Science degree from the University of Regensburg, specialising in finance, and has held previous roles in property development and project management.

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. 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 Savills, BNP and Engel & Völkers.

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