

Press release

FAP Investment Management launches Germany's first real estate debt investment platform for institutional investors

- **Major target groups comprise insurance companies, pension schemes, pension funds, investment management companies and foundations.**
- **The platform will offer direct investment in real estate, development projects and particularly in financing.**

Berlin, 6 February 2017. Flatow AdvisoryPartners GmbH (FAP), the leading independent consultancy for the procurement and structuring of capital for real estate investments, is expanding its service offering with a new investment management division (FAP-IM). The new platform offers properties and development projects to institutional investors, providing direct investment opportunities in the real estate sector. In addition to direct investments in real estate, the platform also offers senior loans, mezzanine and equity investments. FAP Investment Management will verify potential deals and prepare these through to decision-ready presentation. This relieves the capital provider of time-consuming and costly acquisition and screening.

“In FAP Investment Management, we are introducing the first professional real estate investment platform for institutional investors in Germany with a focus on debt products. Under one roof, we can now offer capital providers highly professional expertise in analysing and implementing attractive investment and financing opportunities as well as providing access to these,” says Curth-C. Flatow, founder of FAP.

“The FAP Investment Management division represents a logical extension of FAP's services and offers institutional investors access to attractive direct and debt investments in real estate. We will be growing the division throughout 2017 and developing new products, such as mezzanine funds.”

In view of the current low interest rate environment and growing exposure to real estate among institutional investors, there is increasing demand for such opportunities in the

investment sector. FAP expects institutional investors to increase their allocations to property even further going forward and believes they will quickly come to accept and appreciate this new form of access to direct investment opportunities and real estate debt investment as an asset class.

FAP-IM 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 is customised for direct real estate investments and will expand upon the opportunities currently available institutional investors. Flatow AdvisoryPartners has advised on capital events totalling more than €9bn since 2005 and was recently crowned "Property Debt Advisor of the Year" at the PIE Europe Property Finance Awards. This market expertise constitutes the specialist know-how of FAP Investment Management.

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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