

PRESS RELEASE

Alternative financing boom: FAP increases revenues by over 90 percent

Berlin, 16 February 2021 – The FAP Group, a leading independent advisory company for capital raising and structuring for real estate investments, has expanded its business significantly over the past year. In 2020, revenues increased by 92 percent compared to the prior year. Overall, FAP successfully concluded 26 projects and structured capital for properties worth over €1.03bn (2019: €801m). The largest project last year was the refinancing of a residential portfolio in mid-sized German cities with a financing volume of around €230m.

FAP's debt fund „FAP Balanced Real Estate Financing I“, which the company had launched at the end of 2018 to allocate subordinated capital to existing properties, revitalization projects and developments in Germany, has distributed a volume of over €65m over the past months. Among the projects financed is a revitalisation on Düsseldorf's Königsallee high street, the development of a plot in Frankfurt as well as maximising financing for the acquisition of a residential asset in central Berlin, close to the iconic KaDeWe department store. The largest ever fund commitment, in the high double-digit millions, was also achieved last year from a German insurer.

“The year 2020 was the most successful one in FAP's history so far,” said Curth-C. Flatow, Managing Partner of the FAP Group. „Banks became increasingly cautious in financing property developments during the COVID-19 pandemic. That is where we are filling the gap. At the same time, structuring of classic first-tier financing is also getting more complex; the need for professional advisory is rising.”

“Our fund strategy is gaining significant traction in the current market environment, resulting in its successful closure over the coming months. A successor fund is already in the starting blocks,” added Hanno Kowalski, Managing Partner of FAP Invest.

FAP brings together investors and capital seekers and offers solutions for any financing needs – from mezzanine capital to senior, bridge and whole loans. The group bundles the activities of the two business lines FAP Finance and FAP Invest.

Apart from the launch of its new debt fund, FAP expects further market growth for 2021: “We are experiencing extremely high demand both from financiers as well as credit seekers,” said Flatow. “Our target this year is to increase assets under management to around €500m.”

About FAP

The FAP Group is an independent advisory company for capital raising and structuring for real estate investments and project developments. The group includes FAP Invest, a leading real estate investment platform for institutional investors with a focus on debt products, and FAP Finance, which provides advice on capital and financing issues. FAP structures both classic debt financing as well as mezzanine, equity and capital market products. These services secure the overall financing from debt capital and - if necessary - equity substitutes. FAP, headquartered in Berlin, was founded in 2005 by Curth-C. Flatow. Since then, the group has advised and structured capital with a volume of over €16 billion.

Contact FAP Group

Head Office Berlin
Marburger Strasse 17
10789 Berlin
Germany
Telephone: +49 30 84415949-0
Mail: contact@FAP-group.de
<https://fap-group.de>

Media contact

Anke Sostmann
Executive Director
Feldhoff & Cie. GmbH
Telephone: +49 69 26 48 677 – 14
Mobile: +49 159 04 02 85 05
Mail: as@feldhoff-cie.de