

PRESS RELEASE

FAP Group launches capital markets business and expands syndication activities

- **Completion of the FAP real estate debt platform: one-stop shop for all financing solutions**
- **Björn Gernhardt heads the new business division**

Berlin, 10 October 2022 – FAP Group, a leading independent advisory company specialized in raising and structuring capital for real estate investments and project developments, is launching its capital markets and institutional syndication business with the foundation of the new FAP Syndication & Capital Markets division. FAP thus completes its real estate debt platform to become a one-stop shop for its clients for all property-related financing solutions. Björn Gernhardt is heading up the new division as Head of Syndication & Capital Markets. He moves over from Unicredit in Munich where he was Associate Director in the Corporate & Investment Banking / Debt Capital Markets unit.

In the Capital Markets division, FAP structures and finances capital market products such as bonded loans, thus unlocking another alternative to classic property financing for capital seekers. FAP advises on issue opportunities and accompanies their implementation – from balance sheet analysis and determining parameters via creating the prospectus, including rating whenever necessary, to placement. With the syndication division, FAP offers an opportunity for national and international financiers to take a share in debt club deals at different risk tranches.

Curth-C. Flatow, Managing Partner of FAP Group, says: “We are opening up an additional financing source and a large network of lenders for capital seekers while investors in capital market products receive access to attractive investment opportunities. At the same time, we are expanding on our existing syndication segment – already the largest independent one for real estate debt tranches in Germany. The timing of the foundation could not be better as financing and capital markets are undergoing a radical shift due to the interest rate hike, rising cost of capital and macro-economic challenges.”

Hanno Kowalski, Managing Partner at FAP Invest, says: “The proof lies in the success of our club deals over the past two years. We are offering debt club deals from super-senior via junior tranches all the way to mezzanine positions to our lending partners. And we are able to structure complex and large-volume financing solutions as a one-stop shop now.” The offer is targeted at German and international banks for senior positions as well as the entire range of alternative financiers such as insurers, pension or debt funds for all other tranches. “We are a quickly expanding platform for all these market participants,” adds Curth-C. Flatow.

At Unicredit, Björn Gernhardt was responsible, among other things, for origination, rated and unrated capital market products, hybrid bonds, private placements and bonded loans for multinational and mid-market clients. With his team, he structured more than 30 bonded loan transactions, including several ESG deals, with a combined volume of around 8 billion euros as well as ten unrated and rated, high-yield and unrated hybrid bonds with a total volume of over 6 billion euros. Before that, Björn Gernhardt worked for UBS Investment Bank in Frankfurt and Commerzbank International in Luxembourg. He holds a Master of Science in International Business Finance from Maastricht



University as well as a Master of Science in Financial Economics: Financial Markets from EDHEC Business School in Paris.

About FAP

The FAP Group is an independent advisory company that specialises in raising and structuring capital for real estate investments and project developments. The Group comprises 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 conventional debt finance 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. The group has since advised and structured capital with a volume of over €16 billion.

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