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PIE's European Property Finance Awards 2018

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More than 60 industry leaders attended PIE's European Property Finance Awards in Frankfurt on 20 November 2018. The awards recognised bank and non-bank lenders that have completed significant and innovative lending transactions on major properties or portfolios in the UK and Europe.



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Winners of the Property Investor Europe: European Property Finance Awards 2018

The ceremony was held at the prestigious Steigenberger Frankfurter Hof hotel and hosted by Eshaan Akbar, a rising star on the comedy scene. Eshaan, a former private banker, was the winner of the Piccadilly Comedy Club New Comedian of the Year 2016. He has performed across the UK as well as in Germany and Bangladesh.

JUDGING PANEL

Marcel Crommen, executive director and CIO, Apollo Real Estate Holding, Nai Apollo

Alberto Goretti, director of investor relations, Coima Res

Martin Haran, professor, built environment research institute, Ulster University

Rainer Nonnengässer, CEO, MPC Micro Living Development

Jürgen Schmid, director investment and Frankfurt team leader investment, Savills

Christian Schulte Eistrup, managing director and head of distribution, Optimum Asset Management

Steffen Sebastian, professor of real estate finance, IRE|BS International Real Estate Business School



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Winners trophies

AWARDS WINNERS



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L-R: Geoffroy de Vibraye, Michele Monterosso, and Mike Shields of ING Real Estate

BNP PARIBAS, AAREAL BANK

BANK LOAN OF THE YEAR

WINNER: ING REAL ESTATE

COLLECTED BY: GEOFFROY DE VIBRAYE, MANAGING DIRECTOR & CO-HEAD OF REAL ESTATE FINANCE FRANCE; MICHELE MONTEROSSO, HEAD OF GERMANY; MIKE SHIELDS, HEAD OF EMEA REAL ESTATE

WHAT THE JUDGES SAID:

"ING Real Estate's €150m sustainable loan to Gecina was innovative and a step forward in green lending by linking the loan conditions to the company's corporate social responsibility performance. The loan represents a strong commitment to sustainability from both the lender and the borrower."

OTHER NOMINEES: PBB DEUTSCHE PFANDBRIEFBANK,

ALTERNATIVE LENDER OF THE YEAR

WINNER: AXA INVESTMENT MANAGERS – REAL ASSETS
COLLECTED BY: JEAN-BAPTISTE LEFIEF, GLOBAL HEAD OF MARKETING AND COMMUNICATIONS

WHAT THE JUDGES SAID:

“AXA Investment Managers – Real Assets’ long track record in the European real estate debt market and its agile approach to lending have made it a strong contender in the sector.”

OTHER NOMINEES: ALLIANZ REAL ESTATE, AEW EUROPE, BARINGS REAL ESTATE



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Jean-Baptiste Lefief of AXA Investment Managers – Real Assets



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Alexandre Grillier of Drooms

INNOVATOR OF THE YEAR

WINNER: DROOMS
COLLECTED BY: ALEXANDRE GRELLIER, CEO

WHAT THE JUDGES SAID:

“With its recent innovations, Drooms continues to expand the digital frontier of increased efficiency in the transaction business. The recent implementation of machine learning technology on its client-facing data room platform addresses the challenge of prioritisation, focus and speed of due diligence. Drooms is also the first to introduce blockchain technology into the real estate transaction business, setting new standards for

security.”

OTHER NOMINEES: CLOUDSCAPER, SCHALAST RECHTSANWÄLTE & NOTARE

TECHNICAL ADVISORY OF THE YEAR

WINNER: OXANE PARTNERS
COLLECTED BY: YOUSUF ATTARWALA, DIRECTOR; SUMIT GUPTA, MANAGING DIRECTOR

WHAT THE JUDGES SAID:

"Oxane's impressive team and technology enable its clients to look at more deals, execute faster, manage their investments better, while maintaining or even improving the analytical rigour of their investment processes."

OTHER NOMINEE: STONE MOUNTAIN CAPITAL



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L-R: Yousuf Attarwala and Sumit Gupta of Oxane Partners



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L-R: Britta Drexler and David Poremba of Eastdil Secured

ASSET PARTNERS, LINK ASSET SERVICES

ADVISOR OF THE YEAR

WINNER: EASTDIL SECURED

COLLECTED BY: BRITTA DREXLER, SENIOR VICE PRESIDENT; DAVID POREMBA, DIRECTOR

WHAT THE JUDGES SAID:

"Eastdil drew on its broad range of services and extensive expertise to power through a complex, multi-jurisdictional €1bn transaction and achieved a strong result for its client. This enabled the client to take a major geographic step in building its international platform and franchise."

OTHER NOMINEES: STONE MOUNTAIN CAPITAL, REAL

REFINANCING OF THE YEAR

WINNER: LOTUS CAPITAL PARTNERS

COLLECTED BY: JESSE BLIEBERG, ASSOCIATE

WHAT THE JUDGES SAID:

"Lotus Capital Partners' £170m financing to property investor Wainbridge for its Belgravia Gate luxury residential property in London earlier this year was a tough task in the face of the Brexit uncertainty. Lotus drew on its capital sources around the world to successfully close the financing, while also advising the sponsor on strategy and loan structure."

OTHER NOMINEES: PBB DEUTSCHE PFANDBRIEFBANK,
ROYAL BANK OF SCOTLAND



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L-R: Carole Tran Van Lieu and Helmut Mühlofer of Allianz Real Estate

leading international real estate lender. Its strategic focus on prime opportunities can be expected to stand Allianz in good stead through the cycle, while agility regarding factors such as term, risk profile, asset type provides valuable flexibility to the lending team and borrowers alike."

OTHER NOMINEE: AXA INVESTMENT MANAGERS – REAL ASSETS

CONSTRUCTION LOAN OF THE YEAR

WINNER: UBS ASSET MANAGEMENT – REAL ESTATE & PRIVATE MARKETS

COLLECTED BY: ANTHONY SHAYLE, HEAD OF REAL ESTATE DEBT

WHAT THE JUDGES SAID:

"The UBS Participating Real Estate Mortgage Fund's senior debt funding to Harrison Street and Uliving for their student accommodation development in Birmingham reflected the lender's flexible approach with borrowers. UBS-PREMF's ability to work with the joint venture during a period of difficulty makes them a

DEBT INVESTOR OF THE YEAR

WINNER:
ALLIANZ

REAL ESTATE

COLLECTED BY: CAROLE TRAN VAN LIEU, HEAD OF REAL ESTATE FINANCING PARIS; HELMUT MÜHLHOFER, HEAD OF REAL ESTATE FINANCING MUNICH

WHAT THE JUDGES SAID:

"Through its financing of iconic assets in London and Paris, Allianz Real Estate is cementing its position as a



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Jesse Blieberg of Lotus Capital Partners



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Anthony Shayle of UBS Asset Management

lender of choice.”

OTHER NOMINEES: WELLS FARGO, OCTOPUS PROPERTY, INVESTEC STRUCTURED PROPERTY FINANCE



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L-R: Curth Flatow and Hanno Kowalski of FAP Invest

MEZZANINE LENDER OF THE YEAR

WINNER: FAP INVEST

COLLECTED BY: CURTH FLATOW, MANAGING PARTNER;
HANNO KOWALSKI, MANAGING DIRECTOR

WHAT THE JUDGES SAID:

“FAP Invest’s lending platform has performed well in 2018, having attracted more than €650m in commitments. The platform has proven that it can deliver the right risk-return opportunities for institutional investors in the prevailing low interest rate environment.”

OTHER NOMINEE: CORESTATE CAPITAL

ALTERNATIVE LENDER LOAN OF THE YEAR

WINNER: BLACKSTONE

COLLECTED BY: ALEX MACKENZIE, PRINCIPAL

WHAT THE JUDGES SAID:

“The BREDS loan is a great example of innovative lending, collaborative decision-making and commitment to a vision which ultimately sits towards the higher-end of the risk spectrum with no pre-let in place. The combination of acquisition and development finance wrapped around one deal is not in itself innovative but perhaps what gives this deal the ‘edge’ is the transparency and data sharing processes, which served to underpin the deal and ensure complete confidence between lender and borrower.”

OTHER NOMINEE: ALLIANZ REAL ESTATE



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Alex Mackenzie of Blackstone



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L-R: Torsten Pokropp and Martin Wilmsen of DLA Piper

LAW FIRM OF THE YEAR

WINNER: DLA PIPER

COLLECTED BY: TORSTEN POKROPP, PARTNER, HEAD OF FINANCE; MARTIN WILMSEN, SENIOR ASSOCIATE

WHAT THE JUDGES SAID:

"With an integrated team of lawyers providing advice from offices throughout Europe, DLA Piper plays an important role in major national and, particularly, multi-jurisdictional transactions in senior and mezzanine financing. DLA Piper's ability to operate at the forefront of current developments is also noteworthy, with key examples being several UK PRS transactions, as well as sports stadium financing."

OTHER NOMINEE: SCHALAST RECHTSANWÄLTE & NOTARE

BANK OF THE YEAR [14]

WINNER: BNP PARIBAS

WHAT THE JUDGES SAID:

"BNP Paribas' €200m senior unsecured facility to Immobiliare Grande Distribuzione and its joint €200m unsecured revolving credit facility to Tritax EuroBox showed it continues to be an active player to watch."

OTHER NOMINEES: PBB DEUTSCHE PFANDBRIEFBANK, ING REAL ESTATE



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