

# PERE Debt and Finance Forum 2019: Private real estate debt in numbers

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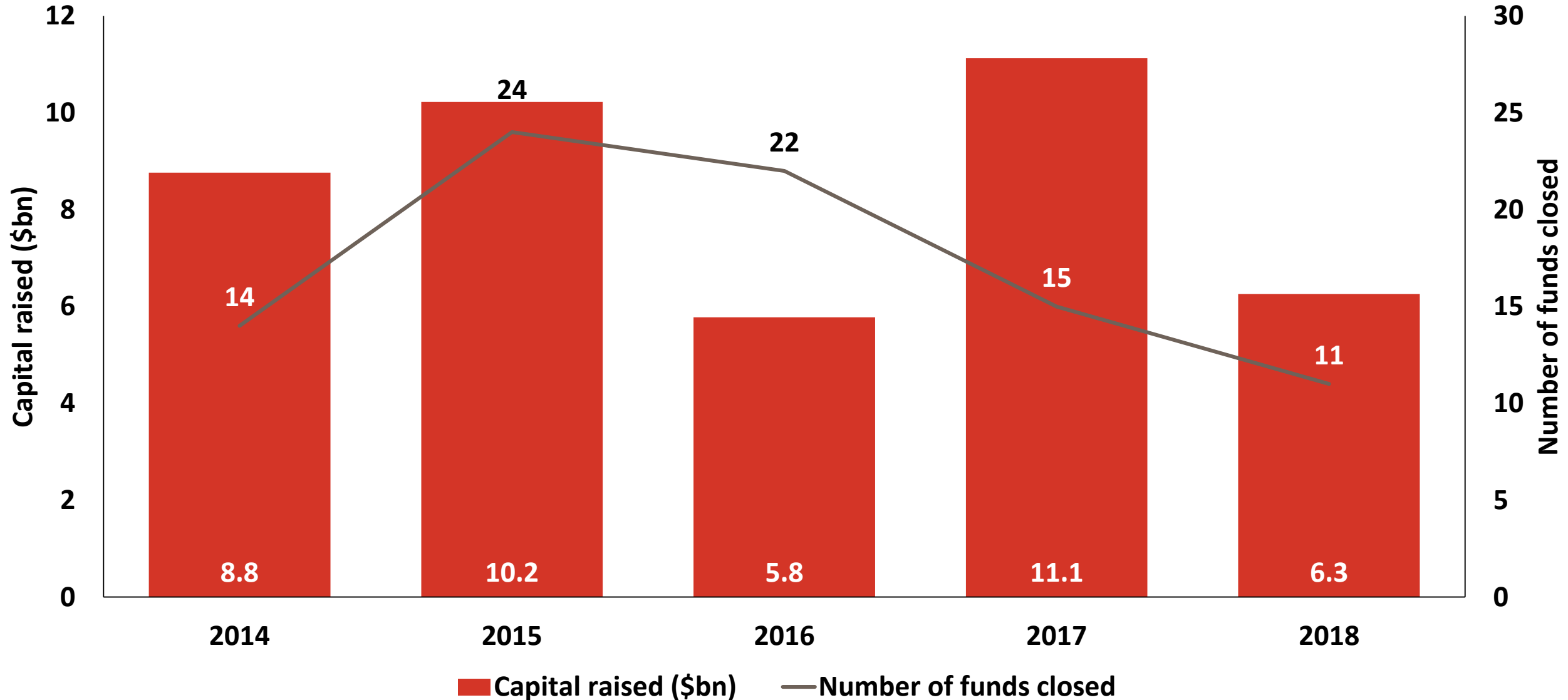
**25-26 June | 11 Cavendish Square, London**

## Agenda:

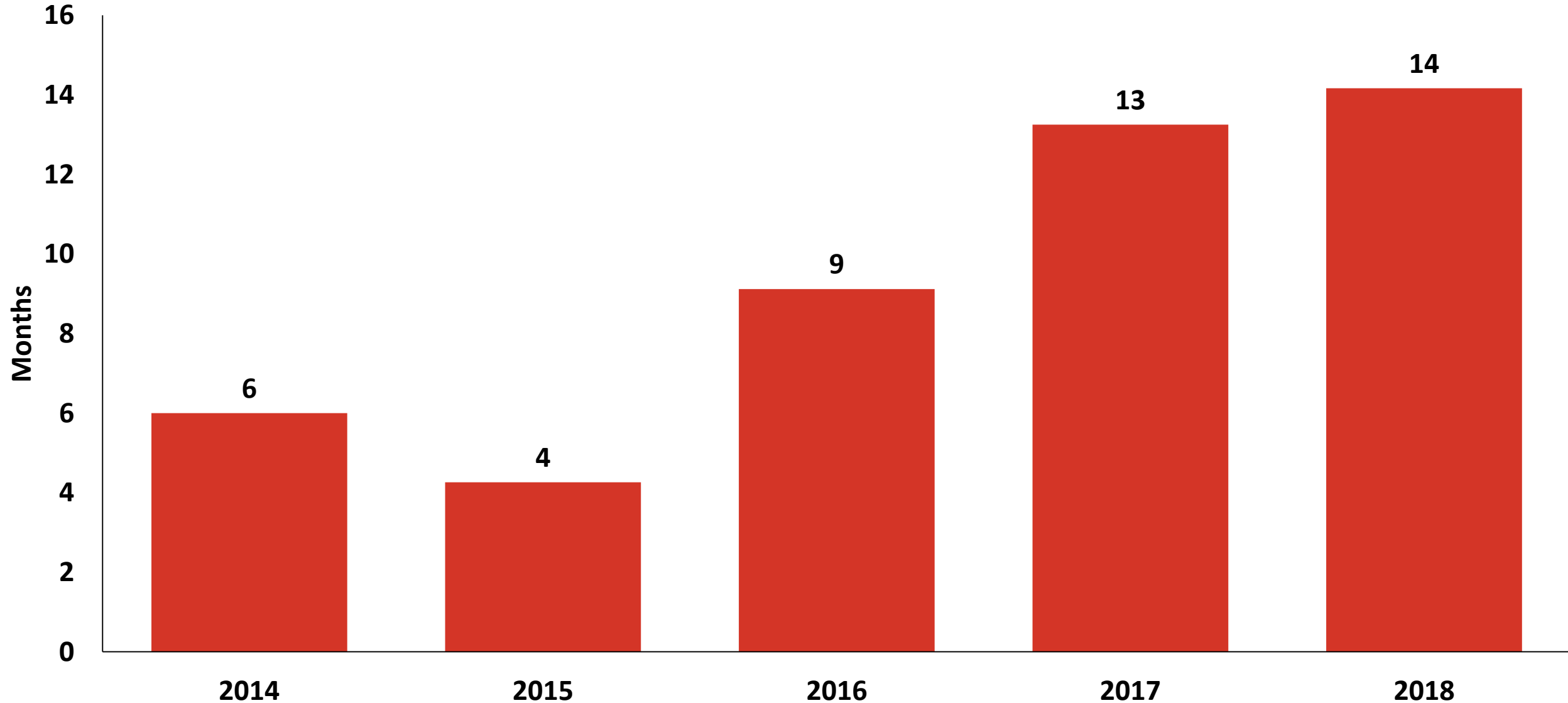
1. Overview of the European real estate debt market
2. REC Debt Fund 20 2019: our first ranking of the largest managers of capital
3. Funds in market: what's in store for the future of European private real estate debt?

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Europe-focused private real estate debt fundraising dipped following the 2017 peak



Europe-focused private real estate debt funds  
are taking longer to reach a final close



## Real Estate Capital Debt Fund

# 20

### Which fund managers are dominating the European private real estate debt landscape?

The 2019 REC Debt Fund 20 ranking is based on the amount of capital raised for the purpose of Europe-focused real estate debt issuance by firms between 1 January 2014 and 31 December 2018.

### What counts?

#### Structures

- Limited partnerships
- Co-investment/side car vehicles
- Seed capital or manager commitment

#### Strategies

- Debt issuing funds

	Fund manager	Headquarters	Capital raised (\$m)
11	PGIM Real Estate	Madison	1,349
12	Brunswick Real Estate Capital	Stockholm	1,334
13	Nuveen Real Estate	New York	1,081
14	SCOR Investment Partners	Paris	1,072
15	Laxfield Group	London	1,043
16	Omni Partners	London	947
17	AEW & Ostrum Asset Management	Paris	938
18	Incus Capital	Madrid	911
19	DWS	Frankfurt	824
20	GAM Holdings	Zurich	806

	Fund manager	Headquarters	Capital raised (\$m)
4	M&G Investments	London	3,560
5	DRC Capital	London	3,439
6	AgFe	London	2,889
7	GreenOak Real Estate	New York	2,684
8	Caerus Debt Investments AG	Düsseldorf	2,174
9	Cheyne Capital Management	London	2,119
10	Tyndaris Real Estate	London	1,514

	Fund manager	Headquarters	Capital raised (\$m)
3	LaSalle Investment Management	Chicago	3,710
4	M&G Investments	London	3,560
5	DRC Capital	London	3,439
6	AgFe	London	2,889
7	GreenOak Real Estate	New York	2,684
8	Caerus Debt Investments	Düsseldorf	2,174
9	Cheyne Capital Management	London	2,119
10	Tyndaris Real Estate	London	1,514



	Fund manager	Headquarters	Capital raised (\$m)
2	ICG-Longbow	London	4,735
3	LaSalle Investment Management	Chicago	3,710
4	M&G Investments	London	3,560
5	DRC Capital	London	3,439
6	AgFe	London	2,889
7	GreenOak Real Estate	New York	2,684
8	Caerus Debt Investments	Düsseldorf	2,174
9	Cheyne Capital Management	London	2,119
10	Tyndaris Real Estate	London	1,514

	Fund manager	Headquarters	Capital raised (\$m)
1	AXA Investment Managers - Real Assets	Paris	5,609
2	ICG-Longbow	London	4,735
3	LaSalle Investment Management	Chicago	3,710
4	M&G Investments	London	3,560
5	DRC Capital	London	3,439
6	AgFe	London	2,889
7	GreenOak Real Estate	New York	2,684
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Funds in market, 1 May 2019

**\$13bn**

Amount sought by  
funds in market



**32**

Number of funds in  
market



■ Senior debt

■ Subordinated / mezzanine debt

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Amount targeted by manager headquarters

<b>\$5.9bn</b>	<b>UK</b>
<b>\$3.2bn</b>	<b>France</b>
<b>\$1.3bn</b>	<b>US</b>
<b>\$1.0bn</b>	<b>Switzerland</b>
<b>\$0.6bn</b>	<b>Germany</b>
<b>\$0.6bn</b>	<b>Luxembourg</b>
<b>\$0.3bn</b>	<b>Spain</b>
<b>\$0.2bn</b>	<b>Denmark</b>



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## 10 largest Europe-focused private real estate debt funds in market, 1 May 2019

UK	UK	France	France	Luxembourg
ICG-Longbow UK Real Estate Debt Investments V - \$1.3bn	Europa UK Debt Fund II - \$0.6bn	BNP European Real Estate Debt Fund - \$1.1bn	(AEW/Ostrum) Senior European Loan Fund III - \$0.8bn	(LRI Group) Aggregate Debt Fund - \$0.6bn
AgFe Real Estate Senior Debt Fund II - \$1bn	(Nuveen) Global Real Estate Debt Partners - Fund II (UK) - \$0.6bn	(Acofi) PREDIREC Immo V - \$0.7bn	Amundi Senior Real Estate Debt Fund 2018 - \$0.6bn	Switzerland Empira Real Estate Finance Fund IV - \$0.6bn

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## Conclusions:

Real estate debt has become an accepted asset class among investors

There are relatively few managers

Debt will be considered an attractive late-cycle strategy

## Thank you for listening

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