

Who's who in European placement agency

A brief guide to the senior movers and shakers in equity raising roles within the highest profile firms

CBRE Capital Advisors

Mark Evans leads the equity placement business within CBRE Capital Advisors. Recent developments include hiring Aikta Jain in New York from Lazard earlier this year and Caroline James from First Avenue in 2016.

Lazard

James Jacobs heads up real estate within Lazard's Private Capital Advisory Group having joined in 2007 from DTZ Corporate Finance. Mandates include Tristan Capital Partners' EPISO III & IV, NREP I and II and Melford Capital Partners I & II.

Shelter Rock Capital Advisors

The New York-based firm recently hired Dominic Field in Europe. Field helped grow Credit Suisse's Real Estate Private Fund Group between 2003 and 2009 and later worked in-house for Grosvenor before joining Hodes Weill in December 2011. Shelter Rock is said to be close to landing its first European mandate.

Hodes Weill & Associates

Formed in New York in 2009, the company branched out to Europe in 2012. Will Rowson heads up activities, having joined in December 2014. Previously he was chief investment officer at CBRE Global Investors across EMEA having first joined ING Real Estate Investment Management in 2003 as director of European fund management.

Threadmark

Former C.P. Eaton Partners' Anne Gales and co-founder Bruce Chapman run the firm. Assignments include Renshaw Bay Real Estate Fund, CapMan Nordic Real Estate, and the European part of Rockwood Capital's tenth real estate fund that reached \$1.1 bn. The company opened in New York recently, and as well as real estate, the firm has been particularly active in infrastructure funds.



SARAH WARMISHAM HEADS THE EUROPEAN PRIVATE EQUITY REAL ESTATE PRACTICE GREENHILL

Capra Global Partners

Founder Anthony Biddulph earned Stockholm-based Genesta as Capra's first client on the way to growing his company. Genesta closed its fund recently on €373 mln, above a €350 mln target. Other clients include GreenOak Real Estate and Northern Horizon Capital, formerly known as Baltic Property Trust. Capra is based in London.

Probitas Partners

Bracken White heads up efforts for Probitas in Europe having been a chief investment officer at Makan Capital Group, a wealth management firm in Abu Dhabi and Saudi Arabia.

Greenhill & Co

The US firm launched a real estate capital advisory practice in 2010. Sarah Warmisham heads the European private equity real estate practice. Notable mandates include raising €949 mln including co-investment capital for Patron Capital V in July 2016. It also worked on Meyer Bergman's European Retail Partners II, which closed on €749.5 mln in July 2014 and AREIM's latest fund.

Macquarie Group

Jonathan Harris heads up Europe for Macquarie Capital Real Estate Advisers. The firm does provide fund placement services but has carved out a niche acting on behalf of

clients to locate large global institutional investors to partner with. Assignments include advising Greystar Real Estate on the acquisition of a £300 mln UK student accommodation portfolio, and Canada Pension Plan Investment Board on the £1.1 bn acquisition of Liberty Living.

Atlantic-Pacific Capital

Alex Hurst is the go-to guy. He worked on Mercer Real Estate Partners II, a UK-focused fund that collected £235 mln of capital commitments and closed in July 2016.

Triton Pacific

It helped Frogmore, the London-based team, raise £377 mln for Frogmore Real Estate Partners III in June 2015, above the £350 mln target. Two other firms were on the mandate.

Selinus Capital

This Germany-based firm was started in 2007 by Valéry-Christoph Engelke and Mathias Kulke. It has helped international groups raise capital in Germany. In 2015 it advised AEW Europe on a €200 mln separate account mandate with pension fund manager, ZVK.

PJT Partners

Jan-Christoph Klein is the go-to man at PJT Partners, aka Park Hill Group before The Blackstone Group spun off its advisory group in 2015. JC, as he is known in the market, was formerly with Credit Suisse Private Fund Group and Partners Group.

FIRSTavenue

This firm specialises in alternatives including real estate and has an office in London. It was started by managing partner Paul Buckley, formerly of Credit Suisse, who has been in the industry since 1987. Real estate assignments include M&G's Mezzanine & Stretch Senior European Real Estate Debt fund that closed on £1.35 bn in February 2014.