

## Press release

September 7<sup>th</sup>, 2015

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# AEW Europe appoints Cyril Hoyaux as Head of Debt Funds Management ahead of launch of new €750 million debt fund

AEW Europe announces the appointment of Cyril Hoyaux as Head of Debt Funds Management in Europe as part of the Company's strategy to significantly expand of its real estate debt platform and ahead of the planned launch of AEW Europe's second debt fund, Senior European Loan Fund 2 ("SELF2").

SELF2 will target an investment capacity of at least €750mn and will seek to finance senior loan transactions mainly across France, the United Kingdom and Germany in office, retail, multifamily and logistic assets.

AEW Europe launched its debt platform in 2012 and raised €323mn of equity for its first fund SELF, which recently completed its investment programme having invested in several high quality real estate financings in France, the United Kingdom and elsewhere in Europe.



Cyril Hoyaux has been active in real estate and debt financing throughout his 25 years career. Cyril joins AEW Europe from JLL France where he was co-Director and co-founder of its Debt Advisory platform, which he helped establish to assist investors in achieving their debt financing requirements. The main objective was to offer clients custom-made solutions for acquisition financing, refinancing, restructuring and renegotiation. Prior to this he was at Morgan Stanley where he was responsible for helping source and structure in excess of €4bn of real estate financing transactions, as well as their ultimate distribution through CMBS or syndication. He also spent five years as head of the valuation division of Ad Valorem.

Cyril Hoyaux holds a BA in corporate finance from Dauphine University and an MBA in commercial real estate from Sorbonne University. Cyril will be based in Paris and will report to Raphaël Brault, Head of Separate Accounts and Funds.

Raphaël Brault, Head of Separate Accounts and Funds at AEW Europe said: "We have strong ambitions for our real estate debt platform in Europe in which investors continue to show a high level of interest. Cyril brings to our existing team of dedicated experts his detailed knowledge of the market and he will contribute actively to the expansion of our real estate debt business."

**Rob Wilkinson, Chief Executive Officer of AEW Europe added:** “Having recently completed the investment programme for our first debt fund we are now focused on continuing our strategy of expanding our debt platform through the launch of SELF2. There is still a clear appetite from our investor clients and contacts to invest in real estate debt, attracted by the yields available, particularly when compared to those from other forms of credit such as corporate bonds and gilts. I am also very pleased to have Cyril on board. He is a well-respected professional and his expertise and knowledge of the market will be invaluable as we seek to grow our debt business and launch our new fund.”

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## About AEW Europe

AEW Europe is one of the leading European real estate asset and investment managers. Together with AEW Capital Management in the United States and Asia, AEW Europe and its regulated subsidiaries - AEW Europe LLP, NAMI - AEW Europe and AEW Europe SGP - form a global real estate platform of €44.6 billion in assets under management (of which €16.6 billion is in Europe as at 03.31.2015). AEW has over 30 years' experience in the management of real estate funds and separate institutional mandates with 500 employees in 14 locations around the world, including head offices in Boston, London, Paris and Singapore. AEW's innovative investment strategies are research-driven and rigorously controlled for risk, with implementation carried out by professional teams in its extensive network of local offices on the ground.

AEW regularly receives industry awards in recognition of its investment performance and adherence to principles of sustainability. AEW Europe is a founding member of the group of leading real estate fund managers applying the Bureau Veritas "Green Rating" standards to its European investment portfolio and is a signatory to the United Nations' Principles for Responsible Investment. The company is also an active member of the European Association for Investors in Non-listed Real Estate Funds (INREV) and its portfolios are benchmarked by the Investment Property Databank (IPD). AEW Europe is a subsidiary of Natixis Global Asset Management, one of the top 16 asset managers in the world.

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