

## BNP PARIBAS REIM ASSETS UNDER MANAGEMENT ABOUT € 29 BILLION IN 2018

BNP Paribas Real Estate Investment Management (BNP Paribas REIM) capital raising reached **€ 3.8bn in 2018: € 1.6bn new cash achieved in funds and € 2.2bn in separate accounts/mandates.**

At the end of the year, BNP Paribas REIM managed **€ 28.7bn of assets in Europe** (+ € 1.3 bn vs. 2017). Institutional clients represent 73% of investors in BNP Paribas REIM's funds.

BNP Paribas REIM achieved a real estate **transaction volume of € 4.5bn** (hereof € 3.1 bn investments and € 1.4 bn divestments).

BNP Paribas REIM is invested in offices (63 %), followed by retail (14 %), residential (9 %), mixed buildings (5 %), and other asset classes such as technical, healthcare, hotel and leisure (9 %).

**Barbara Knoflach, Global Head of BNP Paribas REIM, comments:** *"We are on a successful European growth path for the third year in a row with positive results in all three business segments: separate accounts, institutional funds and retail funds. Separate Account Investors have entrusted us with a record sum of 2.2bn in new mandates in 2018 not least because of our excellent deal sourcing and execution capabilities as well as our disciplined investment process."*

Being a leading player in Europe, BNP Paribas REIM spans the entire life cycle of a commercial property investment. For more than half a century BNP Paribas REIM has provided opportunities to invest in unlisted real estate in Europe. To date, approximately 200 international institutional investors and some 100,000 private individuals have entrusted its expertise to invest on their behalf.

With more than 350 professionals covering the full range of real estate services, BNP Paribas REIM is able to devise and implement a wide variety of strategies and solutions. Its expertise spans every element of the investment process, including development, asset management, structuring, risk management, and proprietary research.



## About BNP Paribas Real Estate Investment Management

BNP Paribas Real Estate is one of the largest and most effective real estate networks in Europe. BNP Paribas Real Estate Investment Management is its business line dedicated to investment management.

In 2018, its capital raising reached € 3.8bn: € 1.6bn new cash achieved in funds and € 2.2bn in separate accounts/mandates. At the end of the year, it managed € 28.7bn of assets in Europe.

In 2018, a transaction volume of about € 4.5bn was secured (investments and divestments).

BNP Paribas Real Estate Investment Management provides a range of funds and tailored asset management services for international investors with mandates or vehicles managed in Europe with a local presence in eight countries (Belgium, France, Germany, Italy, Luxembourg, Spain, the Netherlands and United Kingdom) investing in offices, retail, logistics, hotels and residential sector. BNP Paribas Real Estate Investment Management has about 350 employees who provide solutions to over 100,000 clients throughout Europe and Asia.

BNP Paribas REIM is the business line dedicated to Investment Management within BNP Paribas Real Estate consisting of various legal entities: France: BNP Paribas Real Estate Investment Management (SGP); Italy: BNP Paribas Real Estate Investment Management Italy (SGR); Germany: BNP Paribas Real Estate Investment Management Germany (GmbH); UK: BNP Paribas Real Estate Investment Management UK (Limited); Luxembourg: BNP Paribas Real Estate Investment Management Luxembourg S.A.

The respective legal entities responsible for offering clients products or services are named in the respective product documentation, contracts and information material.

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