

ALEXANDER WOY TO BRING ADDITIONAL HEALTHCARE EXPERTISE TO BNP PARIBAS REIM



BNP Paribas Real Estate Investment Management (BNP Paribas REIM) is pleased to be welcoming Alexander Woy (55), an experienced senior asset manager, to the company's Healthcare team. The Healthcare sector has been on a favourable trajectory at BNP Paribas REIM for more than 10 years now and it mainly revolves around the company's Healthcare Property Fund Europe (HPF Europe). The fund invests in healthcare properties in the key Eurozone countries and, as at June, registered an IRR in excess of 7% since HPF Europe inception in March 2020.

Expert with 30 years of experience

After previously joining Patrizia Germany in 2018, Alexander Woy worked there as Associate Director in Asset Management specializing in healthcare. During his time at Patrizia, he managed two healthcare portfolios featuring assets throughout Germany and effectively put the company's acquisition and sales strategies into practice. He has also worked for Archon Group Deutschland GmbH and HypoVereinsbank AG. Alexander Woy brings almost 30 years of experience in the finance and real estate markets to the table, particularly in the areas of asset management and property sales and marketing. He holds a graduate degree in business administration from TU Dresden.

"By welcoming Alexander Woy to our team, BNP Paribas REIM is acknowledging the increasing significance of the healthcare sector as well as the growing demand for investment opportunities in this asset class. We are pleased to have found an expert in the sector to help us realise our ambitious goals," says **Isabella Chacón Troidl, Chief Investment Officer at BNP Paribas REIM Germany.**

The HPF Europe fund team also works on other funds with healthcare as a focal point at the company. To date, the team is comprised of eight employees within BNP Paribas REIM that specialise in this growing asset class and work in the areas of fund management, asset management and transactions in the different countries where BNP Paribas REIM is investing and managing healthcare facilities.



Impressive track record in healthcare for more than 10 years

The company's primary business in the sector currently revolves around HPF Europe, an institutional fund with investments in healthcare assets in Germany, France, Spain and Italy. These assets particularly include nursing homes, private hospitals and specialised clinics (rehabilitation and mental care).

HPF Europe had received €690m in capital commitments from institutional investors by the end of September 2022, attracting capital from Germany, France, Italy and other European countries.

HPF Europe boasts a secured pipeline (assets closed, signed or under exclusivity) encompassing an investment volume of roughly €1.1bn. In the pipeline are 60 assets, 13 clinics and 47 nursing homes. Twelve of these facilities are currently under construction, allowing HPF Europe to enjoy a mix of existing and new facilities in order to match final client's expectations in the different countries.

"HPF Europe is effectively positioned on the market and continues to benefit from the growth of the European healthcare sector. The success we have had to date confirms the effectiveness of our strategy. Our pan-European approach to the healthcare sector has been consolidated thanks to HPF Europe recent first acquisitions in Italy, that will be completed in the coming weeks with new acquisitions notably in France and recently signed deals in Spain and Germany," comments **Paul Darribere, Senior Fund Advisor for HPF Europe.**

The current target is to be in compliance with the Article 8 requirements under the SFDR regulations and to obtain the ISR label for the fund by the end of Q1 2023. The ISR label is awarded to financial products by the French Ministry of Economics and Finance.

About BNP Paribas REIM

With BNP Paribas REIM, you invest in REAL ESTATE AS LIVING ASSETS.

BNP Paribas REIM, a business line of BNP Paribas Real Estate, provides a wide range of real estate funds and investment solutions for investors, based on strong convictions.

Deeply European, we have a close understanding of local markets, a view of every square metre, every street, every neighbourhood, every urban eco-system.

With our 330 employees, we care for assets as we care for living beings, aiming to build a better living environment for our 200+ institutional investors and 150,000+ private investors.

We believe in ESG to reconcile social, environmental and financial performance.

We apply innovation in order to better adapt to the risks and opportunities of today and tomorrow.

At the end of 2021, BNP Paribas REIM managed €29.7 billion of living European assets on behalf of institutional and private investors.

BNP Paribas Real Estate Investment Management is composed of regulated entities in the following countries: France, BNP Paribas Real Estate Investment Management S.A.; 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.

Each of the legal entities responsible for offering products or services to their customers is referred to in the product documentation, contracts and related information.

This is an advertising communication. Please refer to regulatory documents (the fund prospectus, information notes or detailed characteristics) and fund information documents before making any final investment decision.

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