

PRESS RELEASE

BNP PARIBAS REIM REINFORCES INSTITUTIONAL SALES TEAM

BNP Paribas REIM has announced key recruitments for its Institutional Sales team. The team is now composed of 6 institutional sales manager under the supervision of Henri Romnicanu, Head of Institutional Sales for BNP Paribas REIM, based in Paris. With these new experts, the Investment Management business line reinforces its European strategy aimed at institutional clients, which includes offering traditional commingled funds, providing tailor-made, accurate and risk-adjusted investment solutions for more than 200 clients coming from all over the world.

The Munich office has appointed a new sales team for institutional clients with a focus on the German-speaking countries and Eastern Europe. Thomas H. Pohlmann will be in charge of the team and with the support of Daniel Maric, acting as Senior Manager.



Thomas Pohlmann previously worked for well-known companies in the finance and real estate sectors as a manager for sales and customer care, including Real I.S., The Royal Bank of Scotland, BlackRock and Natixis.



Daniel Maric previously worked for MEAG, where he was responsible for institutional clients and their advisors at a domestic and international level. Prior to working for MEAG, he was part of the sales team at State Street Global Advisors and State Street Bank.

The London office of BNP Paribas REIM has announced the recruitment of Niamh Canavan to take responsibility of the coverage of UK based Investors. Niamh Canavan started in investment banking in the Financial Institutions Groups at Bank of America and HSBC and then spent three years as a credit research analyst at Cheyne Capital. More recently, Niamh worked for the US-based private placement agent, Hycroft Advisors and Hermes Infrastructure covering a pan-European base of institutional investors.



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In Paris, Vanessa Toledano has joined the team to focus on French institutional investors. Vanessa was already with BNP Paribas REIM where she has worked for 13 years as a Transaction Manager. Vanessa has a degree of Applied Mathematics and Finance at Dauphine University and a master specialized in Real Estate Management at Dauphine University.

“Our institutional business has grown significantly over the past several years. BNP Paribas REIM now accounts for more than 200 Institutional clients across Europe & Asia who represent assets under management in excess of EUR 20bn. Our reinforced institutional sales team with extensive market experience will add innovation going forward while taking full advantage of our European real estate network”, says Laurent Ternisien, member of the Executive Committee and Chief Client Officer for BNP Paribas REIM.

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 France (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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