

## LAURENT TERNISIEN JOINS BNP PARIBAS REIM



Laurent Ternisien is appointed as new CEO of BNP Paribas Real Estate Investment Management Luxembourg and will be in charge of the expansion of our Luxembourg regulated company. As Chief Client Officer, he will also develop the global activities related to capital raising and client relationships.

Laurent Ternisien, has worked in London for twelve years, as CEO of IPD and Managing Director for MSCI Real Estate (after the integration of IPD into MSCI in 2012). He led the global expansion into 32 countries to develop real estate indexes and portfolio analytics for investors, fund managers and REITs. More recently, Laurent joined EPRA in February 2016 as a Senior Advisor.

Over the last 25 years, he has accumulated an in-depth knowledge of the real estate industry and the financial information sector with a large network amongst international investors and managers.

*“Because of his many years of experience in real estate and his background, Laurent brings important aspects which are an enrichment for BNP Paribas REIM. His market knowledge will be a great addition for us to expand the international business out of Luxembourg and strengthen and enhance Luxembourg’s position”* comments Barbara Knoflach, Global Head of 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.

This business line saw inflows of over € 1.6bn of new cash in funds in 2016. In addition separate accounts/mandates of € 1.3bn were realized. At the end of the year, it managed € 24.1bn of assets in Europe (+€ 2.1bn vs. 2015).

In 2016, a transaction volume of about € 3.9bn was generated (investments and divestments), a record high.

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 300 employees who provide solutions to over 100,000 clients throughout Europe and Asia.

BNP Paribas Real Estate Investment Management is composed of regulated entities in the following countries: 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.



### About BNP Paribas Real Estate

BNP Paribas Real Estate, one of the leading international real estate providers, offers its clients a comprehensive range of services that span the entire real estate lifecycle: property development, transaction, consulting, valuation, property management and investment management.

With 3,900 employees, BNP Paribas Real Estate supports owners, leaseholders, investors and communities in their projects thanks to its local expertise through 36 countries (16 direct facilities and 20 through its Alliance network) in Europe, Middle-East and Asia.

BNP Paribas Real Estate generated € 704 m revenues in 2016 with, for property development, 154 000 sqm of completions and more than 1,500 homes launched; € 24.1 bn assets under management in Investment Management; 38m sqm managed in Property Management; 6.2m sqm taken up and € 19bn invested in Transaction; and three main types of Consulting services: Real Estate Advisory for occupiers, Building Consultancy and Outsourced Real Estate Management.



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