



IXIS AEW
Europe

Press Release

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IXIS AEW Europe dedicates 1.5 billion euros to outsourcing operations in Europe and speeds up its European expansion

IXIS AEW Europe closes its 10th real-estate investment fund, European Property Investors L.P. (EPI), a fund with a capital of 500 million euros. This new fund demonstrates the stepping up of IXIS AEW Europe's European expansion. Its investment capacity was brought up to 1.5 billion euros for outsourcing operations.

EPI: a fund with diversified opportunities and risks on the real-estate outsourcing market.

EPI, IXIS AEW Europe's latest real-estate investment fund, is a pan-European fund dedicated to the acquisition of real-estate portfolios from outsourcing operations carried out by corporations, financial institutions and government agencies in Europe, a market segment with extended opportunities.

EPI will focus on medium-size operations and 100 to 500 million euros leaseback agreements. The fund will invest into 6 to 12 transactions in the main economies and regions in Europe. The investment strategy is based on value creation from the acquisition of assets generating a good cash flow and which require a new positioning in their respective markets. IXIS AEW Europe will benefit from its excellent relations with European corporations, semi-public services and government agencies.

EPI can already boast an first investment totalling 275 million euros. Under an agreement signed with the Swedish bank NORDEA, 97 buildings were acquired under a sale and lease back contract. The portfolio represents 300,000 m², including 70% of office space, located in Norway, Sweden and Finland.

Jean-Jacques Dayries, Chief Executive Officer of IXIS AEW Europe says: *"We are currently working on new operations in Italy, Germany, France and Scandinavia, which all go to show IXIS AEW Europe's know-how in terms of complex cross-border operations requiring a pan-European expertise in terms of valuation, and legal, fiscal and financial structuring."*

IXIS AEW Europe: Stepping up expansion in Europe

The creation of EPI demonstrates IXIS's increasing expansion of IXIS AEW Europe.

After the creation of several investment funds dedicated to the French market (Foncière des Caisses d'Épargne, Logistis 1, Fondis, etc.), all newly-created funds, such as Curzon Capital Partners, Fonds Raiffeisen 1 and 2, Logistis 2, BNL 2 and are definitely pan-European.

IXIS AEW Europe has "Europeanized" its big French mandates by prompting them in 2003 to invest 70% in the euro zone, outside of France, particularly in commerce and logistics. Its clients include 14 of the main international investors and 10 main French investors, including investors in Caisse d'Épargne Group and of Caisse des Dépôts.

Based in 9 countries in Europe, IXIS AEW Europe's professionals come from more than 12 countries.

Jean-Jacques Dayries declared: *"In terms of assets, our European and US platforms rank 4th worldwide in the field of REIM (Real Estate Investment Management). IXIS AEW Europe has over-performed the IPD index since 1999, which explains the trust demonstrated by the major international institutional investors. This year, they have entrusted us with an additional 1 million euros to invest in Europe."*

Contacts

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