

PRIVATE EQUITY

We address the needs of private and institutional investors in the Private Equity and Alternative Investments sectors



PRIVATE EQUITY ASSOCIATED WITH TANGIBLE ASSETS FOR INVESTORS

In July 2019, KGAL founded the subsidiary KGAL Equity Partners GmbH & Co. KG, which has its registered office in Frankfurt. The new company offers institutional investors investment opportunities in private equity transactions involving companies associated with real estate and infrastructure. Our focus here is on real estate companies, large-scale real estate portfolios and shares in companies that are related to infrastructure, to complete our offering in the alternative investments segment.

THE CORNERSTONES OF OUR STRATEGY



Focus

- Real estate companies
- Shares in companies with a distinct real estate dimension
- Large-scale real estate portfolios and individual items of real estate
- Special real estate referred to as alternative assets, and alternative-to-mainstream transactions



Value enhancement

- Optimisation of portfolios, real estate and processes
- Repositioning by means of modernisation and optimisation and/or adaptation to changed market conditions
- Introduction of new technologies and procedures
- Streamlining
- Refinancing/optimisation of the financing structure



Approach

- Our strategy is based on the skills, experience and expertise of KGAL Group and its employees.
- Where external managers are used to support projects, it must be ensured that interests are coordinated.



Regions

- Europe including SEE/CEE
- Focus locations:
 - Germany
 - Benelux
 - Austria



Exit

Optimised and repositioned companies, portfolios and individual items of real estate are sold to private and institutional investors on a demand-driven basis.

OUR KEY INVESTMENT AREAS OF INTEREST

Niches with low competition

- Complex transactions/structures
- Forced sales, strategic realignments and confidential transactions
- Very large-scale transactions, special sale and leaseback transactions

Investment structures

- BaFin and CSSF-regulated structures
- Club deals, blind-pool funds, individual mandates
- Open and closed investment structures

Special situations

- Splits and spin-offs/break-ups
- Strategic realignments
- Public to private

Special real estate

- Neglected companies/portfolios/real estate, and succession arrangements
- Special real estate (e.g. data centres, hospitals, and operator-managed real estate)
- Alternative-to-mainstream (e.g. logistics, co-living/co-working)

Legal changes with respect to demographics

- Demographic trends (e.g. supported living, online shopping)
- Legally imposed trends (e.g. changes in legislation – land transfer tax)

MANY YEARS OF EXPERTISE AND A PROVEN TRACK RECORD IN THE PRIVATE EQUITY SECTOR

The senior management team is made up of Frank Kewitz and Dr. Kay Ullmann, who have 40 years of expertise between them and a wealth of corresponding success in real estate, banks and private equity. In total, they have successfully completed real estate transactions of around €60 billion to date.

Both managers specialise in the structuring of real estate funds and large-scale, complex real estate transactions. They are accomplished in the M&A and private equity transactions sector, as well as in international financing and capital market business, having both held roles at bodies of various fund and investment companies.

Frank Kewitz' most important professional positions include time at Freshfields Bruckhaus Deringer law firm, Fortress Investment Group and PATRIZIA Alternative Investments. Mr Kewitz is a lawyer specialising in tax law and a graduate of Johannes Gutenberg University of Mainz, where he studied business management/economics as well as law. Mr Kewitz has played a significant part in a range of large-scale private equity and cap-

ital market transactions, including the acquisition of GBW AG for a consortium of institutional investors from Germany and Switzerland, the acquisition of NILEG and Gagfah for Fortress Investment Group, and the Gagfah IPO.

Dr. Kay Ullmann joined KGAL Group following positions at investment bank Lazard, consultancy firm Houlihan Lokey Leonardo, German company Annington/Vonovia and PATRIZIA Alternative Investments. He has also been key in a number of large-scale real estate and private equity transactions, including the acquisition of GBW AG, the sale of DKB Immobilien and LBBW Immobilien, as well as the restructuring of the Karstadt high street portfolio. Dr. Ullmann graduated from Chemnitz University of Technology with a degree in business management, before completing a doctorate in Operations & Technology Management at the London Business School.

The senior management team is supported by additional renowned experts in the real estate and industrial sectors, in particular in the areas of fundraising and deal sourcing.

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