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Arrow Capital Partners appoints Alexandra Lanni to lead European credit business

Arrow Capital Partners, the specialist investor, developer, credit provider and manager of real estate in Europe and Asia-Pacific, has appointed Alexandra Lanni to lead its European credit business.

As Head of Credit, Europe, Alex will be responsible for expanding Arrow Capital Partners' credit capability into Europe while continuing to manage the Laxfield loan portfolio. Arrow's credit business was established in Australia and Asia-Pacific in 2017, where it currently manages more than A\$500 million of loans.

The European platform will take advantage of market dislocation to target lower and higher yielding credit strategies with loans of €15-€100 million, as well as large-scale capex and development finance opportunities where it sees appropriate risk adjusted return. To support its partnership approach to sponsors and projects in which they have high conviction, Arrow also intends to establish structured joint venture programmes.

Arrow will work with a combination of its existing capital partners, legacy Laxfield investors and new investors ranging from sovereign wealth funds and insurance companies to private and institutionally managed capital.

Alexandra joins Arrow with a 20-year track record of real estate credit investment, having deployed more than €3.5 billion into credit. She was most recently CIO of EMEA Credit Strategies at CBRE Investment Management, where her responsibilities included investment strategy, capital deployment and realisation, raising new capital and oversight of fund portfolios and the team.

She joined CBREIM in 2019 as part of its acquisition of specialist debt fund management business Laxfield in which she was a shareholder. During her time at Laxfield, she partnered with a number of US life insurances companies, banks and established Laxfield LLP, a £1 billion CRE lending fund. Prior to this, she worked with Lloyds Banking Group/HBOS from 2006 to 2011 as part of the European team, where she carried out a number of operational asset restructurings and wider strategic projects pre and post LBG's acquisition of Halifax Bank of Scotland following the global financial crisis.

Based in Arrow's London office, Alex will work closely with Christian Bearman, Sebastian Meakin and the team across the European platform.

Commenting on the appointment, Christian Bearman, Partner at Arrow Capital Partners, said:

"We're really excited to welcome Alex to the team. Her deep experience of private credit markets and restructuring experience following the financial crisis complements the skills and experience of our global team. The move to expand our credit business into Europe is part of a broader initiative to diversify our business across five key strategies, targeting value add/opportunistic, core plus, special situations and private credit, as well as continued investment into our €3 billion pan-European urban logistics platform."

Alexandra Lanni, Head of Credit, Europe at Arrow Capital Partners, said: "This is a fantastic opportunity to join a well-established and highly experienced team at a key moment in the investment cycle. We aim to use our expertise to give borrowers a refreshingly high degree of certainty and efficiency in the deal process by focussing on what's fundamentally important. It's hoped that as markets stabilise further that investors will see the all-in cost of debt being accretive again, which will lead to increased transaction volumes. Against this background, we see attractive opportunities to draw on the team's reach to unlock interesting, cyclically adjusted deals for well-located assets and credible sponsors in more overlooked sectors.

“We believe that the combination of our local real estate teams, fund and equity management teams and our track record in credit is highly valued by investors, lenders and sponsors alike.”

A specialist investor, developer, credit provider and manager of real estate, Arrow Capital Partners targets equity and credit opportunities, specialising in cross-border transactions where it can use its platform and balance sheet to invest with US and Asia-Pacific investors into Europe, as well as European and US investors into the Asia-Pacific region. Arrow has a team of 60, globally based out of 12 countries.

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About Arrow Capital Partners

Arrow Capital Partners is a private real estate company which invests in equity and debt opportunities specialising in cross-border transactions where it can use its platform and balance sheet to invest with its US and Asia-Pacific capital partners into Europe, as well as European and US investors into the Asia-Pacific region.

Arrow has eight offices covering those markets, with assets of over \$5bn across office and logistics assets, including developments. The Partners each have a minimum of 20 years investment experience and have been responsible for overseeing US\$25bn across all asset classes in multiple jurisdictions, plus a US\$8bn development pipeline.

Additional information can be found at: <http://arrowcapital.co.uk/>