

## **MEDIA RELEASE**



### **Management Buy-Out for 4IP Management Ltd.**

- Management has acquired the real estate investment business of Sal Oppenheim jr & Cie. Corporate Finance (Switzerland) Ltd. that was established four years ago
- 4IP Management Ltd. ("4IP") will continue to be focused on supporting institutional investors and family offices in their indirect real estate investments
- The Management Buy-Out ensures clients full independence of advice whilst creating an optimal alignment of interest between 4IP and its clients

**Zurich, 19 January 2011: The management of 4IP and Sal Oppenheim Corporate Finance, Switzerland have together determined that 4IP's future success can best be achieved under management ownership. Under the management of Ulrich Kaluscha and Claudia Reich Floyd, 4IP will continue to be based in Zurich with all current dedicated staff.**

**4IP Management Ltd. ("4IP") is a dedicated specialist of listed and non-listed real estate investments which advises both institutional and high net worth investors on their global real estate investments. The 4IP team considers the Management Buy-Out ("MBO") an opportunity to ensure a secure, long-term relationship for its clients through the bound commitment of the management team. Management is convinced that its considerable experience in indirect real estate investments as well as 4IP's existing track record, will provide a solid foundation for success.**

**Ulrich Kaluscha, CEO and Head of Non-Listed Real Estate Funds, emphasizes the great opportunity that working in an independent setup provides for investors: "The team believes that indirect real estate investments offer attractive opportunities in the coming years and therefore will play an important role in the asset allocation of investors. We look forward to providing independent professional advice during this important part of the cycle. The demand for an improved 'alignment of interest', which has increasingly been the focus of investors over the last couple of years, is evidently addressed in an owner-managed business."**

**Claudia Reich Floyd, Head of Real Estate Securities, sees the MBO as a logical progression for 4IP: "The entrepreneurial spirit of the team and the prospect of an equity participation in the business proved the determining factors in my decision to join 4IP from Citi Property Investors almost three years ago. I am convinced that a stable, successful investment strategy is closely linked to a long-term commitment from the team. We are all delighted to have completed the MBO and are looking forward to an exciting year ahead. I see great potential to enhance the existing positive track record of the Real Estate Securities team further."**

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**4IP Management is a highly specialized niche player that is wholly dedicated to indirect property investments and advises both institutional investors and high net worth individuals on their global real estate investments. 4IP provides professional advice with regard to non-listed real estate funds ('real estate private equity') and listed real estate securities in Europe, Asia and America and acts as an investment advisor to several investment products. Our clients are well-known institutional investors both within Switzerland and other European countries. We invest on a global basis which allows our investors to globally diversify their real estate investments. Some of our products were designed in close collaboration with our investors and tailored according to their specific requirements. We look forward to discussing structuring possibilities with you.**