



ALANTRA

EUROPEAN PRIVATE
MARKETS OPEN DAY

REAL ASSETS

REAL ESTATE - ENERGY & INFRA - MARITIME



About our Real Assets Practice

Key Figures

100+ Transactions closed
€15bn Assets Transacted with Financial Institutions
200+ Global Active Real Assets Investors
€20bn+ Debt Restructured

A Fully Integrated Real Assets Advisory Platform

Our Real Assets platform combines sector depth, capital markets expertise and independent advice to deliver solutions across the full transaction lifecycle.



Core vertical

Dedicated sector teams across **Real Estate, Energy & Infra and Maritime**, combining industry expertise with integrated M&A, ECM and capital raising capabilities.



Recognised position

20+ years of sector experience, advising public and private clients on transactions from €30 million to €5 billion+, supported by long-standing relationships with leading global investors and financial institutions.



Tailor-made support & innovation

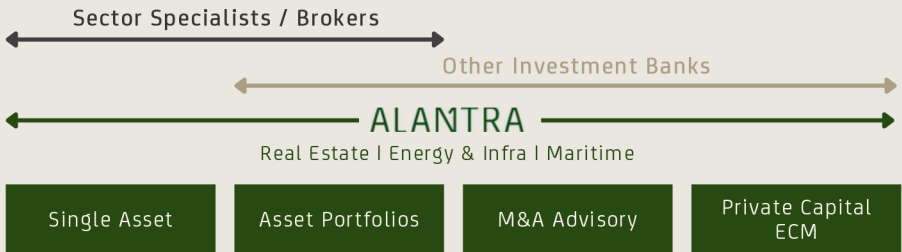
Tailored advice across the full transaction lifecycle. As an independent adviser across equity and debt, we provide an integrated perspective across the capital structure.



Full suite of advisory offerings

End-to-end coverage across the Real Assets value chain, including buy-side and sell-side M&A, development and investment debt advisory, portfolio and single-asset transactions, and bond and private placement execution.

Advisory Across the Value Chain



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Recent Real Assets Deals

Hotels & Wellness 

THERME GROUP

Joint venture
Capital raising

CVC CAPITAL PARTNERS

Hotels & Wellness 

BARONS EDEN
HOTEL AND SPA COLLECTION


Sell-side advisory

ALCHEMY

Hotels & Wellness 

BancaMarch MELIÀ
HOTELS & RESORTS

Debt advisory
Acquisition refinancing

Living 

Neinor HOMES

Joint venture
Capital raising

Specialist care 

Outcomes First Group

Sell-side advisory

Achieve together

Elderly care 

nc newcare **MCGOFF**

Sell-side advisory

LOVETT CARE **H. I. G. CAPITA**

Specialist care 

cdc habitat

Sell-side advisory

FRANKLIN TEMPLETON

Alternatives 

Costockage

Joint venture
Sell-side advisory

ARDIAN

Commercial 

VÄRDE

Debt advisory
Debt refinancing

Industrial & Logistics 

GR GROUPE ROUQUETTE
AGRICULTURE

Sell-side advisory
Debt advisory
Acquisition financing


LBO FRANCE

Maritime 

Atlantic Navigation Holdings (Singapore) Limited

Sell-side M&A and Acquisition
financing advisory

MAG Offshore Investments LLC

Maritime 

RAWABI

Debt advisory - New debt raising

AUSTRALIS MARITIME
Maas Capital

Energy  

Solaria GENERIA

Sell-side advisory


Stonepeak

Energy 

Iberdrola

Sell-side advisory

RPI **OCube**

Energy 

ROLWIND

Sell-side advisory

ENGIE

Energy 

igneo Infrastructure Partners

Buy-side & Debt advisory

Genso **TIKHAU CAPITAL**

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Key Trends We're Seeing in Real Estate



Debt liquidity remains selective

Financing markets are becoming more supportive, but liquidity remains highly dependent on asset quality, sponsorship, and lender relationships. Strong assets continue to attract competitive debt terms, while weaker opportunities still face a more disciplined lending environment.

Credit conditions are improving

Easing credit conditions and more stable rate expectations are helping create a more constructive investment backdrop. While caution remains, the financing environment is more supportive than many investors assumed at the start of the cycle.

U.S. capital is driving activity in Europe

U.S. investors are driving a growing share of European transaction activity, particularly in France and across alternative sectors. In a market where some domestic capital remains cautious, international buyers are helping support liquidity, pricing, and execution.

Alternatives have become the core of market activity

Healthcare, PBSA, logistics, data centres, and other operational real estate sectors continue to attract the strongest investor interest. What was once seen as thematic is now firmly at the centre of capital deployment, particularly for value-add and opportunistic strategies.

Supply constraints are supporting value

Across multiple sectors, limited new supply is becoming a defining market driver. Whether in data centres, healthcare, or Grade A offices, constrained delivery is reinforcing conviction in assets supported by strong long-term demand.

Key Trends We're Seeing in Energy & Infra



Power price compression is reshaping solar economics

Falling power prices are pressuring the fundamentals of solar PV projects connected between 2020 and 2023, weighing on financial ratios and capital structures.

Storage is becoming a core value driver

Storage is moving beyond value enhancement and becoming a key tool for managing risk, optimising revenues, and improving platform resilience.

Capital is active, but highly selective

Capital continues to flow, with the strongest demand focused on operational assets, structurally attractive technologies such as biomethane and storage, and lower-risk investment profiles.

Financing markets are more conservative

Lenders are becoming more selective, with tighter sector limits, closer portfolio reviews, and greater discipline in new financings and refinancings.

Tailored capital solutions are increasing

A rise in special situations is creating demand for bespoke capital solutions, including mezzanine and preferred equity, to support recapitalisations, hybridisation, and attractive risk-adjusted opportunities.

Networks and retail supply are attracting attention

Interest in electricity distribution networks, selected gas infrastructure, and electricity retailers is increasing as investors seek exposure to customer access in a more decentralised energy market.

Real Assets Team

Senior Dedicated Sector Team



Miguel Hernández

Managing Director &
Executive Chairman Alantra
Investment Banking



Jorge Roa

Managing Director
REAL ESTATE



Bobby Fletcher

Managing Director
REAL ESTATE



John Starkie

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Managing Director
HEALTHCARE



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DIGITAL INFRASTRUCTURE



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ENERGY



Manuel Fernández

Managing Director
ENERGY



Chema Zabala

Managing Director
ENERGY



Jose Suñer de Blas

Director
ENERGY



Nicholas Petrakakos

Managing Director
MARITIME



George Giannakis

Managing Director
MARITIME



Saad Ashraf

Managing Director
MARITIME

ABOUT ALANTRA

Alantra is an independent global financial services firm providing investment banking and asset management services to mid-market companies, families and investors. The Group has over 550 professionals across Europe, the U.S., Latin America, Asia and the Middle East.

18

GLOBAL OFFICES

35+

NATIONALITIES

550+

PROFESSIONALS



United Kingdom · United States · France · Spain · Germany · Switzerland · Italy · UAE · Nordics · Ireland · Greece · Chile · Argentina · Colombia · Mexico · Portugal · China

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