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INTREAL Expands its Business to Include Real Estate Private Debt Funds Segment

- ◆ Funds to be launched and administrated by INTREAL Luxembourg S.A.
- ◆ Tim Kiefer highly experienced in area of real estate debt
- ◆ Initial funds to go live in Q1 2023
- ◆ INTREAL possesses specialised software module for debt funds

INTREAL has entered the business of real estate private debt. Going forward, the administration specialist will offer real estate loans as an AIFM and central administrator via its Luxembourg-based subsidiary, INTREAL Luxembourg S.A. The move comes in response to the strong demand for real estate private debt. Tim Kiefer, Managing Director of INTREAL Luxembourg S.A., has been in charge of the new business line since February 2022. He has extensive experience in this segment.

Tim Kiefer commented: “Real estate private debt funds, while representing only a minor fraction of the debt fund universe, registered fast growth in this segment over the past years. Especially demand among institutional investors remains as strong as ever. And the growth continues, despite the recent interest rate hike.”

Rudolf Kömen, Managing Director of INTREAL Luxembourg, added: “Luxembourg is the place to be for real estate debt funds. Compared to the regulatory regimes of other countries, it is an excellent domicile for setting up funds of this type. The sheer diversity of Luxembourg vehicles provides the necessary flexibility. We are currently in talks with various asset managers who intend to launch debt funds with us. I expect the first fund to go live in Q1 2023.”

INTREAL Luxembourg S.A. has set up a specialised team that will be in charge of lending and loan administration at the Luxembourg office. Not least, the firm is optimally set up in IT technology terms. It uses SAP Loans Management (CML) as an add-on module to its accounting software. “This makes INTREAL Luxembourg one of the few providers on the market offering a dedicated loan management function and extensive reporting,” elaborated Tim Kiefer.

In addition, INTREAL Luxembourg plans to expand its regulatory licenses. The company is currently undergoing the approval procedure for AIFM licences for the asset classes “real estate funds of funds” and “infrastructure funds.” The licences are expected to be issued in 2023. The company already received first client inquiries regarding these products.

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About INTREAL

As a third-party AIFM, INTREAL concentrates exclusively on the business of launching and managing regulated real estate funds on behalf of third parties under the German Capital Investment Act (KAGB). The platform lets clients take advantage of every service an AIF management company (KVG) provides without having to form one of their own. Options include the launching of open-ended and closed-end property funds or the outsourcing of AIFM back offices to INTREAL. Employing 452 staff, the INTREAL Group offers long-term real estate know-how along with detailed and highly professional fund management expertise.

INTREAL collaborates with a large number of third-party fund partners to administrate 283 investment funds with a combined investment volume of c. 57.2 billion euros (all figures as of quarter-end Q2 2022).