

## M&G expands Real Estate Finance origination team with appointment in Europe

**London, 25 September 2024** – M&G today announces the appointment of Edward Boots to its Real Estate Finance team, as it expands its origination capabilities in response to the evolving client demand for European real estate credit.

Responsible for sourcing and executing new lending opportunities across continental European real estate markets, Edward will work alongside the existing origination team and M&G Real Estate's 50-strong platform of investment professionals in Amsterdam, Frankfurt, Madrid, Milan, Paris and Stockholm. He will be based in Amsterdam and report to Dan Riches, Head of Real Estate Finance at M&G.

Edward brings a wealth of experience to M&G, having previously served as Head of Real Estate Finance, The Netherlands, at HSBC Continental Europe, where he built and managed an extensive real estate loan portfolio. Prior roles also include time as Co-Head of Real Estate Clients and Vice President, Origination for Commercial Real Estate at Deutsche Bank AG.

As businesses explore alternative sources of capital to meet their financing needs, the pullback of traditional banks from refinancing commercial loans in Europe continues to open up new investment opportunities for M&G's global institutional client base. M&G's 15-year track record in underwriting expertise and ability to originate large loans and hold to maturity makes it well placed to capitalise on this trend.

Commenting on the appointment, **Dan Riches** said: "Lending dynamics in continental Europe are changing as banks further retrench from some areas of the market, creating opportunities for alternative lenders to step in and originate loans directly. We are ambitious to grow our presence on the continent to meet the investment needs of our global institutional client base. Edward's appointment bolsters our teams' capacity and network, bringing extensive experience and existing relationships to source opportunities - we are confident that his leadership will accelerate our European growth strategy."

**Edward Boots, Head of Origination for Continental Europe, added:** "I am thrilled to be part of a team that is at the forefront of real estate finance. With the sector's outlook being the strongest it has been in five years due to capital markets developments and a significant refinancing calendar, the team is well-positioned to capitalise on opportunities."

M&G's £73 billion Private Markets business comprises six core centres of excellence of which M&G Real Estate is one of the world's largest property investors with more than £40 billion in assets under management covering both real estate equity and debt strategies. M&G Real Estate's platform provides global market insight and the ability to deliver a variety of compelling strategies to clients. Established in 2009, the Real Estate Finance team is one of the largest alternative lenders in Europe with an international

client base spanning the UK, Europe and Asia. The team provides senior, junior and whole loans secured against core assets through to speculative developments.

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**Notes to Editors**

Edward Boots

**2018-2024** HSBC Continental Europe, The Netherlands Amsterdam Head of Real Estate Finance, The Netherlands

**2012-2017** Deutsche Bank AG Amsterdam Co-head Real Estate clients and Relationship Director

**2015-2016** Deutsche Bank AG London Origination Commercial Real Estate EMEA (Vice President)

**Education:** Master Business Economics Banking and Finance Vrije Universiteit, Amsterdam

Photo available on request

**About M&G Investments**

M&G Investments is part of M&G plc, a savings and investment business which was formed in 2017 through the merger of Prudential plc's UK and Europe savings and insurance operation and M&G, its wholly owned international investment manager. M&G plc listed as an independent company on the London Stock Exchange in October 2019 and has £346.1 billion of assets under management (as at 30 June 2024). M&G plc has customers in the UK, Europe, the Americas and Asia, including individual savers and investors, life insurance policy holders and pension scheme members.

For nearly nine decades M&G Investments has been helping its customers to prosper by putting investments to work, which in turn creates jobs, homes and vital infrastructure in the real economy. Its investment solutions span equities, fixed income, multi asset, cash, private debt, infrastructure and real estate.

M&G recognises the importance of responsible investing and is a signatory to the United Nations Principles for Responsible Investment (UNPRI) and is a member of the Climate Bonds Initiative Partners Programme.

M&G plc has committed to achieve net zero carbon emissions on its total book of assets under management and administration by 2050 and committed to reduce operational carbon emissions as a corporate entity to net zero by 2030.

For more information, please visit: <https://global.mandg.com/>

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