



**PROFILE: Edward Kisala MRICS**

*Independent Director, Real Estate*

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Edward is a Chartered Surveyor with over 30 years' real estate experience including the start-up of overseas operations; fund, asset and property management; investment acquisition, development, corporate work, landlord & tenant, valuation, equity raising and business generation. Edward has undertaken assignments as both

Edward is a Luxembourg-based Independent Director immediately prior to which he undertook numerous private consultancy roles including advice on strategies for expansion into new markets, negotiation of JV/ Fund agreements, various distressed transaction situations and property searches/disposals. Clients included Rockspring, Arcapita and Point Park Properties. He has numerous close contacts with the Real Estate, Legal, Accounting/Advisory and Banking Communities across Europe developed over many years as both client and adviser.

Prior to his consultancy roles he was Head of UK and co-head Europe for US Fund Manager, Heitman, (\$23 bn. assets under management) with day-to-day responsibility for the European Acquisitions team. There, he oversaw the investment of over €1.5 billion in the western, central and eastern European markets, negotiating numerous joint ventures and securing third party debt finance on a large proportion of transactions.

Notable achievements included:

- ◆ Member of the European Management Committee responsible for the creation and implementation of European corporate and business strategy and 'Key Man' role in all operational funds.
- ◆ Instrumental in setting individual Fund strategies and oversight of teams responsible for execution of Fund business plans. This included internal staff (asset managers, transaction personnel), external staff (property managers, independent valuers, tax and structuring advisers) and external developer/asset manager relationships.
- ◆ Director on Heitman property owning entities totalling some €2bn worth of European assets and mostly invested through Luxembourg.
- ◆ Provision of senior operational management support to Fund Management, Acquisition, Asset Management and Due Diligence functions and member of Investment and Valuation Committees.
- ◆ Key member of 3-man Marketing Team pursuing new business initiatives and raising new equity. This included a c. €400m discretionary Fund targeting Central Europe/Russia, a new western European Logistics Fund and examining new market opportunities including Russia, Ukraine, Turkey and Greece. Clients investing in the Heitman Funds included Institutional and Private Equity Funds, Family Offices and Sovereign Wealth Funds. Capital was sourced from Europe, North America, Middle East and Asia.
- ◆ Expanding the firm's capabilities from a Central European focus to encompass Western European markets including the UK, Germany, France, Netherlands, Belgium, Italy, Spain and Scandinavia.
- ◆ Creation and oversight of the Crescent European Property Partner Funds in a Joint Venture with Arcapita specialising in investing and developing in pan-European Logistics and industrial property. The fund grew to a size of over €700m AUM and subsequently formed the basis of the current Point Park Properties business.
- ◆ Establishment of new offices in Frankfurt, Luxembourg and Moscow and expanding the European team to over 60 professionals.

Prior to Heitman, Edward was with Lend Lease which, at the time, was the largest real estate manager in the world. He played a key role in establishing and expanding its European operation and was primarily responsible for managing a team of acquisitions/asset management professionals/analysts investing a €1.5 bn. Global Opportunity Fund. He worked on a pan-European basis including a particular focus on the CEE and Nordic markets.

Edward's early career was mostly with DTZ where, after an early grounding in valuation, property/fund management and investment work, he established their Polish operation acting as country manager/team builder and prime business generator and executor. The office undertook a wide range of advisory work including property investment/finance, development appraisal, leasing agency, valuation, corporate work and property management. By the end of term, staff had increased from 1 to 20 people, the business was profitable and DTZ was established as the leading advisory practice in Poland. Edward was one of the first real estate professionals to operate in the Central and Eastern European markets after the fall of the iron curtain and is regarded as one of the most experienced professionals in the region.

Edward is now resident in Luxembourg where his current roles include:

- ◆ NED on the Board of Luxembourg-based vehicles administered by a number of significant Fund Managers – details can be provided on request.
- ◆ Non-exec Chair of a Guernsey-based European Student Accommodation Fund (Guernsey) and Director on a number of entities within the Fund;

Edward has been a frequent speaker/panel member at numerous Industry seminars and events and is former Secretary and a founding member of the Polish Branch of the Royal Institution of Chartered Surveyors.