

Ian Gatiss

BSc (Hons) MRICS IMC

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Head of Fund Management

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Ian's 25+ year commitment to the real estate sector, and his clients, is second to none.

The longevity of his relationships with the Cambridge colleges and long-term partnership building are unique aspects of his role.

Bricks and mortar, not share certificates in companies, are what have interested Ian over the course of his career and he consistently looks for ways to ensure delivery of performance over the long-term for all the colleges in his care.

He has worked on an incredible range of projects from managing the Kwik-Fit portfolio acquisition, comprising 92 branches, to overseeing multiple residential developments on behalf of Cambridge colleges. In total, he has been responsible for the acquisition and asset management of over £2bn of real estate across the UK.

Ian enjoys running a fantastic team of great professionals and mentoring them to become the best versions of their professional selves. He is well respected within the business, and a trusted pair of hands for all his clients.

Key relevant project experience

Led the property due diligence and closing during GE's acquisition of Benchmark Plc in 2004. A £1bn Public to Private purchase. He was responsible for the strategy and asset management of the portfolio together with the disposal of the individual assets which concluded with the final sale in 2015.

Led the sale of the remaining GE Capital UK portfolio to Blackstone in 2015 as part of a \$26bn global transaction. One of the biggest real estate deals ever done.

Acquired the Manchester Arena for £61m. A complex asset comprising the arena itself and over 100,000 sq ft of offices. He was responsible for the strategy, business planning and eventual sale.

Acquired 142 Kwik Fit properties on a sale and lease back agreement across the UK. He was responsible for identifying value add opportunities within the portfolio and strategic sale when the opportunity arose.

"Ian's experience in real estate is considerable. His expertise coupled with his excellent judgment make him a leader to be respected and relied upon."

Ellen Brunsberg, Former CEO and President GE Capital Real Estate Europe