

Ackman Ziff and Mellum Capital create exclusive global partnership

The combination of two leading US and European Real Estate Capital Advisors creates international powerhouse for real estate investors.

The Ackman-Ziff Real Estate Group (“Ackman-Ziff”) and Mellum Capital today announce the signing of an exclusive global partnership to expand its debt and JV equity capital markets advisory services internationally. This new co-operation framework will cover cross-Atlantic capital flows and transatlantic new business origination. Transactions involving US assets will be executed by Ackman-Ziff, and transactions involving European assets will be executed by Mellum Capital. This will allow best “on the ground” transaction execution while facilitating superior client service and comprehensive international investor access. The two firms will continue to run the majority of their respective national mandates independently. The catalyst for the partnership was the formation of Mellum Capital following the MBO of BFIN / Brookfield Financial in Europe.

Exceptional levels of client service, high ethical standards, and a track record of delivering success against complexity and uncertainty are key priorities for both firms. The partners’ product offering across the capital structure is very similar, and a clear execution process is the main pillar of the agreement. Both firms are privately-owned and operate without any conflict or bias. Collectively the team has closed over \$200bn based on over 250 years’ experience. This partnership allows for expanded global coverage / connectivity with our clients.

“One of our major priorities this year is to continue targeted growth, and we are very excited to announce this partnership with our friends and peers across the Atlantic. Operationally, Ackman-Ziff will continue to execute all US-based business and Mellum Capital will continue to execute all business located in Europe. This partnership provides clients with expanded local markets expertise, coupled with global execution excellence. Ultimately, this partnership provides our clients with streamlined access to global capital”, Simon Ziff comments.

Heinrich Hauss adds: “We have been friends with the Ackman-Ziff team for decades and we seized the opportunity to create this partnership during an inflection point in the industry and the capital markets. We have built our business to intermediate between global capital sources and Ackman-Ziff is the perfect US partner for us, having a nearly 100-year history of successful transaction execution in the United States.”

Markus Reule comments: “Culturally, our firms share similar values of ethics and integrity, and through this partnership, we are delighted to cross the Atlantic and broaden our client offering substantially through our global co-operation.”

About Ackman Ziff

Ackman-Ziff Real Estate Group is a preeminent boutique commercial real estate capital advisory firm. In business for over 90 years, the privately held company is headquartered in New York City with colleagues in Boston, Miami, Washington, DC, Denver and Los Angeles. Ackman-Ziff offers a wide variety of cutting-edge commercial real estate capital markets financing solutions, including debt and mezzanine financing, preferred and joint venture equity, sponsor equity, and investment sales. The firm is highly regarded within the industry for its integrity, creativity, and advocacy on behalf of its clients. Ethics and trust are the core ethos of the firm.

About Mellum Capital GmbH

As a real estate capital advisory firm, Mellum Capital GmbH structures complex real estate transactions and arranges capital solutions through its worldwide network. The company, headed by Heinrich Hauss and Markus Reule, specialises in investments, debt advisory and structured finance and is active for its global client base with offices in London and Munich. Mellum Capital was founded in May 2021 following the MBO of Brookfield Financials’ European business. The Mellum Capital team has a track record of over €100bn in closed transactions.

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