



Eugene Chan

WORK EXPERIENCE

BlackRock – London

Current

Director, Securitized Assets – Commercial Real Estate Debt

- Recruited directly by the firm to expand BlackRock's CRE private senior debt business into Europe (first hire in London) within the broader fixed income group (c.\$2tr AUM) reporting into head of Securitized Assets in New York
- Part of broader 20-25 global team managing c.\$130bn AUM across real estate, residential, and ABS fixed income
- Role is to source, underwrite, and execute on private CRE debt opportunities across multiple geographies and sectors
- Typically work together with a variety of banks and non-bank lenders on clubs/syndication and JV/partnerships

Transactions – \$1bn+ deployed so far across the UK, Europe, and US

- UK financing for Cerberus's logistics platform alongside a European bank
- Multiple Italian financings for Mileway/Logicor alongside a US/European bank
- US luxury hotel financing alongside an insurance lender
- European JV/lending program with a global non-bank asset manager (in progress)

Rothesay Life – London

2018-2021

Debt Origination, Commercial Real Estate

- Leading private equity-backed UK pensions insurer with £60bn+ of AUM
- Role to directly originate and execute CRE investments in the UK, Europe, and the US
- Focus on large, investment-grade quality senior loans to institutional sponsors

Transactions – £1.5bn+ deployed

- Financing of Blackstone's £1.4bn acquisition of Network Rail's commercial estate (railway arches)
- Refinancing of the World Trade Center office Amsterdam
- Financing of the Bellagio casino/resort in Las Vegas

Heitman – London

2015-2018

Assistant Vice President, Real Estate Private Equity / Debt Capital Markets

- Recruited directly by the firm into the investment team in a \$32bn AUM investment manager focused on European private equity investments
- Led financing /debt capital markets for new and existing transactions for the fund, working with UK and European banks to finance and refinance mainly residential/living and logistics portfolios in Europe
- Sourced and negotiated bank debt and led term sheet and documentation discussions
- Involved in loan restructuring and workouts of legacy assets in the portfolio
- Ultimately left the firm due to fund's capital constraints

Transactions:

- Acquired and financed €250m+ living/residential platform in the Netherlands across multiple portfolios
- Purchased and financed Grainger plc's German portfolio/operating platform and established the Frankfurt office

MAWNEY Partners

**Bain Capital Credit – London**2014-2015*Associate, Real Estate Debt / Special Situations*

- Headhunted to build out new real estate special situations / NPL business (first junior hire)
- Investment professional in a \$20bn credit fund with a focus on CRE and NPLs
- Role of modelling, underwriting, and structuring of distressed real estate debt situations across the UK/Europe following the GFC

Transactions:

- €450 million real estate NPL portfolio backed by collateral across Ireland
- €800 million real estate NPL portfolio backed by collateral across Spain
- £400 million loan backed by 21 hotels in the UK and subsequent restructuring with management

Blackstone – New York & London2010-2014*Analyst, Real Estate Debt Strategies (BREDS)*

- First dedicated analyst hire into Blackstone's real estate debt fund (BREDS), which was established in 2008 and grew to \$4bn+ AUM during tenure
- Role of analyzing and modelling CRE debt opportunities – CMBS, loan portfolio purchases, and new originations
- Moved from New York to London in 2012 to focus on UK/European bank portfolios and European CMBS

Transactions:

- Arranged and invested in the £547m refinancing of the Maybourne Hotel Group (Claridge's, Connaught)
- Purchased over \$500m of sub-performing loans from Allied Irish Bank in one of the largest European portfolio sales at the time post-GFC

Bank of America Merrill Lynch – New York & London2009-2010*Internship / Analyst, Equity Research (REITs/Leisure/Transportation)***EDUCATION****Cornell University – Ithaca, NY**2005-2009*Bachelor of Science, Hotel Administration (2009), Real Estate Minor (2009)***PERSONAL**

- Dual citizen, United States / United Kingdom
- Fluent in spoken Mandarin Chinese