



Francesco Cariatì

EXPERIENCE

KKR & Co – *Real Estate Credit, Director*

Jun. 2022 – current

- Founding member of the real estate credit platform for KKR in Europe, as one of two deal leads / originators, with responsibility for sourcing and execution of investments in real estate debt in all real estate asset classes and European jurisdictions.
- Transaction experience across the capital stack (senior, mezzanine, junior / pref. equity positions) and through the investment lifecycle (origination, underwriting, investment committee discussions, financing / co-investments, documentation, closing).
- Originated and closed over €1bn in real estate loans since joining the firm (as of Sept. 2024) in both levered and unlevered form in 9 European jurisdictions.
- Contributed to hiring a team of 6 with responsibility for managing / staffing more junior team members.
- Supported investor relations team in fundraising efforts, participating in investor meetings and due diligence sessions.

Morgan Stanley IM – *Real Estate Credit, Executive Director*

Jun. 2017 – Jun. 2022

- Origination and execution of investments in real estate credit across European jurisdictions.
- Financing experience across the real estate universe, including residential, office, logistic / light industrial properties, retail, hotels and student accommodation.
- Closed approx. €1.8Bn of loans since fund inception in senior, mezzanine and whole loan format.
- Responsibility across the investment life: transaction origination, investment analysis and modelling, investment committee presentation, execution including legal documentation negotiation, on-going performance monitoring and investor relations.
- Founding team member of the real estate structured credit fund at Morgan Stanley Investment Management. Supported team in setting up the European fund structure and raising c. €2.5Bn of committed capital (as of Jun. 2022).

Citigroup – *Investment Banking and Capital Markets Division, Associate*

Aug. 2013 – Jun. 2017

- Structuring and execution of financing transactions across Europe to provide senior and mezzanine asset backed financing or regulatory capital release for financial institutions.
- Experience in financing multiple asset classes (real estate, auto and consumer loans, leaseings, corporate loans, SME receivables, dealer floorplan receivables, credit cards) in both performing and non-performing format.
- Worked on both public and private transactions, including ABS, CLOs, warehouses, bridge and repo financings, cash and synthetic structures.

Citigroup – *Global Markets, Summer Analyst*

Summer 2012

- Rotations in the asset backed trading and fixed income solutions teams.

EDUCATION

London School of Economics, *BSc Economics*

Sept. 2010 – Jul. 2013

- Graduated with 2.1 honours, average examinations grade of 68; 1st class module grades in econometrics, logic, public economics. Part of LSE football and tennis teams, president of LSE Italian Society.

Charterhouse School, Surrey

Aug. 2008 – Jul. 2010

- Cambridge Pre-U (equivalent to A-Levels): Further Mathematics (A), Mathematics (A), Economics (A), History (A), Italian (A). Granted Honorary Foundation Scholarship for academic performance.

MAWNEY Partners



SKILLS

- Languages: English (fluent), Italian (fluent), French (basic), Spanish (basic).
- FCA examinations passed in Regulations, Securities, Derivatives; IMC examinations passed in IMC Investment Environment and IMC Investment Practice.