

## **BIL teams up with Quilvest Capital Partners to expand its real estate investment offering**

**Luxembourg, 12 December 2019: Banque Internationale à Luxembourg is expanding its range of real estate investment products, teaming up with Quilvest Capital Partners, a highly regarded asset and wealth management firm. The Bank's aim is to offer top-notch real estate investment opportunities to its private clients.**

While bond yields are stuck at historic lows, valuations of other traditional asset classes seem to have peaked. In this world of low returns, investors are keen to diversify their portfolio with long-term investments. The private markets, especially real estate private equity, are where institutional investors and family offices have long turned to in this type of financial environment.

Following an initial successful foray in private equity, which demonstrated the keen interest of the Bank's clients for alternative investment opportunities, BIL is expanding its real estate investment offering.

The advantages of this asset class are undeniable. As well as solid growth potential, the sector is also a means of diversifying investment portfolios, alongside traditional equities and bonds. Moreover, some real estate strategies have the additional benefit of being less exposed to economic cycles and helping protect investors' capital against inflation over the long term.

In order to offer its clients the best solution in this class, BIL's partner of choice is Quilvest Capital Partners, a highly regarded firm in alternative asset management with a track record spanning more than 45 years. The aim of this partnership is to offer clients "value-add" real estate investments in Europe, which form the core of Quilvest Capital Partners' real-estate investment strategy. "Value-add" strategies focus on modernising and making properties acquired across a range of commercial real-estate segments ESG-compliant.

"The current situation on financial markets is particularly complex and investors are keen to find innovative solutions. We are convinced that our offering developed with Quilvest Capital Partners will meet our clients' needs," explains Fabien Machard, Head of UHNWI Entrepreneurs & Intermediaries at BIL.

"We're delighted to work on this real estate investment offering with BIL, one of our major long-standing partners. We specialise in "value-add" strategies, which in this low-rate environment in Europe offers a very appealing risk/return ratio," said Emile Zakhia, Head of Development, Quilvest Capital Partners.



**About Banque Internationale à Luxembourg (BIL):**

Founded in 1856, Banque Internationale à Luxembourg (BIL) is the oldest multi-business bank in the Grand Duchy. It has always played an active role in the main stages of the development of the Luxembourg economy. It currently operates in retail, private and corporate banking, as well as on capital markets. With more than 2,000 employees, the bank is represented in Luxembourg, Switzerland, Denmark, Sweden, the Middle East and China.

**For more information, please contact:**

Vincent Pelletier  
Banque Internationale à Luxembourg SA  
69, route d'Esch – L-2953 Luxembourg  
Tel.: +352 4590 5046 – Email: [vincent.pelletier@bil.com](mailto:vincent.pelletier@bil.com)

**About Quilvest**

Quilvest Capital Partners is Quilvest's private equity arm, a family-owned global financial firm established more than a century ago in Paris. Since 1972, Quilvest has served families and ambitious entrepreneurs, providing solutions to support them in their growth projects. With a team of 50 professional investments, Quilvest Capital Partners has developed a broad range of private equity, debt and real-estate programmes, either directly or through funds. Internationally present with six offices around the world (New York, London, Paris, Luxembourg, Dubai and Hong Kong) Quilvest Capital Partners has some €5.5 billion in assets under management.

**For more information, please contact:**

Quilvest Capital Partners  
[InvestorRelations@quilvest.com](mailto:InvestorRelations@quilvest.com)