



Press release

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## **DeA Capital Real Estate Germany – Acquisition of an established REIT team**

Munich, January 18<sup>th</sup> 2021

**The former REIT team of Savills Investment Management is moving to DeA Capital Real Estate Germany. Thorsten Schilling from Frankfurt/Main will manage the specialists for investments in listed real estate shares.**

DeA Capital Group, the leading independent asset management platform for alternative investments in Italy, founded DeA Capital Real Estate Germany GmbH, based in Munich, at the end of 2020. In addition to the focus on direct investments in real estate, the company also wants to offer its investors investment opportunities in the area of indirect real estate investments, in particular via Real Estate Investment Trusts (REITs) and real estate equities.

For this purpose, DeA Capital Real Estate Germany has strengthened itself with Thorsten Schilling (52) and Martin Figge (57). The two highly experienced specialists for listed REITs and real estate shares come from Savills Investment Management, where they were successful and responsible for the management of REIT funds and special mandates until mid-2020. Schilling and Figge, who have been working together in the field of indirect real estate investment since 2006, have many years of expertise in capital and real estate markets as well as in researching REITs and real estate equities.

Thorsten Schilling worked at FERI Research GmbH from 1995 to 2006, where he was responsible for the development and establishment of FERI Real Estate Research, and was subsequently responsible for global real estate strategy at SEB Asset Management between 2006 and 2015. At the same time, he held the position of Head of Real Estate Fund-of-Funds and was active in Real Estate Fund Management. After the acquisition by Savills Investment Management in 2015, he worked as an analyst and senior portfolio manager in the area of real estate securities, in particular REITs and real estate equities.

Martin Figge, started his career in securities settlement at BfG Bank from 1990 to 1999. As a securities trader in the fixed-income area, Figge held the position of securities trader and portfolio manager for various money market and fixed-income funds with a broadly diversified investment spectrum from government bonds and Pfandbriefe to corporate bonds (also from the real estate sector) and asset-backed securities (ABS) after moving to SEB Asset Management. Since 2015, he worked alongside Thorsten Schilling for Savills Investment Management in Frankfurt/Main as portfolio manager real estate securities and trader.

The REIT team reports directly to Wolfgang Speckhahn, who manages the business of DeA Capital Real Estate Germany GmbH as Managing Director from the company's headquarters in Munich. Schilling and Figge will continue to be supported by Thomas Körfgen, who advises his former team as an external senior advisor, in their new task

and the establishment of indirect real estate investments in listed real estate securities, e.g. REITs, via fund structures also separate accounts and the offer of specialized research, analysis and portfolio management. Körfgen also left Savills Investment Management in mid-2020, where he was Managing Director Indirect Investments and led the REIT team.

The first investment products with a focus on the German, but also pan-European real estate investment markets are in an advanced stage of preparation together with the Group companies. This includes in particular the launch of a REIT fund for subscription for institutional investors with a focus on global listed REITs, which will continue the successful track record of the REIT team. The launch of the first products will already take place in the first quarter of this year.

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**DeA Capital** ([www.deacapital.com](http://www.deacapital.com)). DeA Capital S.p.A., a subsidiary of De Agostini S.p.A. and listed on the STAR segment of the MTA Market of Borsa Italiana, is the leading independent Italian player in the Alternative Asset Management sector (for assets under management), with Combined Assets Under Management of approximately EUR 23,000 million and an Investment Portfolio of approximately EUR 338 million. The Group Platform, concentrated on the two subsidiaries, DeA Capital Real Estate SGR and DeA Capital Alternative Funds SGR, as well as on the related indirect majority investment in Quaestio SGR – is engaged in the promotion, management and development of real estate, private equity and credit investment funds, as well as in multi-asset/multi-manager solutions for institutional investors.

Press release

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**DeA Capital Group, the leading independent asset management platform for alternative investments in Italy, has founded DeA Capital Real Estate Germany GmbH.**

Munich, January 11<sup>th</sup> 2021

**DeA Capital expands its European network and enters the German market with offices in Munich and Frankfurt/Main. Wolfgang Speckhahn and his team from Munich are responsible for setting up and managing the German subsidiary for the DACH region.**

After DeA Capital already began expanding into European markets in 2019 and 2020, the internationalization of the platform for alternative investments in the real estate sector has now been further advanced with Germany. As early as October 2020, the DeA Capital Group founded DeA Capital Real Estate Germany GmbH with headquarters in Munich.

With Wolfgang Speckhahn, the Italians have gained a real estate professional with many years of experience as a local partner, who was already successfully responsible for and implemented the internationalization of Patrizia AG as head of strategy and corporate development. Wolfgang Speckhahn will manage and build up the German national subsidiary from the office in Munich as Managing Director with the support of other employees.

Like the other existing subsidiaries DeA Capital Real Estate France, DeA Capital Real Estate Iberia (Spain/Portugal) and DeA Capital Real Estate Poland, the German company also aims to establish and expand the real estate advisory business in the market for institutional investors. DeA Capital Real Estate Germany advises investors, particularly in the DACH region but also together with the Group companies, on international and pan-European fund solutions and individual investment concepts.

In the area of direct real estate investments, the focus is particularly on real estate procurement and management in the Core+, Value Add and Opportunistic sectors. However, the product range is also expanded to include investment opportunities in the area of indirect real estate investments via Real Estate Investment Trusts (REITs) and real estate shares.

To this end, DeA Capital Real Estate Germany has also strengthened its team with Thorsten Schilling (52) and Martin Figge (57), who are responsible for this area from the Frankfurt/Main office and are building it up. Both come from Savills Investment Management, where they were responsible for the management of REIT funds and special mandates until the middle of the year. Schilling and Figge are specialists who have been working together in the field of indirect real estate investment since 2006 and have many years of expertise in capital and real estate markets as well as in researching REITs and real estate shares. Thomas Körfgen supports the team here,

formerly Managing Director at Savills Investment Management, who built up the team under the predecessor company, SEB Asset Management, will provide his many years of industry expertise as an external advisor and senior advisor. Körfggen and Speckhahn, who also worked at SEB Asset Management until 2007, already know each other from this time together.

The first investment products with a focus on the German, but also pan-European real estate investment markets are in an advanced stage of preparation together with the Group companies. This includes in particular the launch of a REIT fund for subscription for institutional investors with a focus on global listed REITs, which will continue the successful track record of the REIT team. The launch of the first products will already take place in the first quarter of this year.

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