

PRESS RELEASE

BNP PARIBAS REAL ESTATE ANNOUNCES TWO NEW APPOINTMENTS

- **ARGIE TAYLOR**, NEW HEAD OF INTERNATIONAL INVESTMENT GROUP (IIG)
- **PATRICK DELCOL**, NEW HEAD OF EUROPEAN COVERAGE FOR RETAIL, LOGISTICS AND HOSPITALITY

BNP Paribas Real Estate today announced two new appointments regarding its international coverage. Argie Taylor has been appointed as Head of International Investment Group (IIG). He will be starting his new role in April 2023. Patrick Delcol has been appointed Head of European coverage for Retail, Logistics and Hospitality starting from September 1st 2022.

Argie and Patrick will both report directly to **Thierry Laroue-Pont**, Chairman & CEO of BNP Paribas Real Estate who declared - *We are very excited to welcome Argie as the new Head of IIG. His undoubted charisma, ability, and expertise across the capital markets spectrum - as well as deep relationships across global capital sources - will complement our already talented team. Furthermore, Patrick's experience and knowledge of the retail market is extremely valuable for our business and clients' needs and he will greatly contribute to the development of the business line, also covering logistics and hospitality.*

Argie Taylor will join from Cushman & Wakefield where he has been running the Global division as an International Partner in its EMEA Capital Markets team. With a wealth of experience in international capital markets, recent highlighted deals include three separate billion-euro office transactions in London and Brussels, further office tower deals in Frankfurt and Paris as well as key headquarter sales in Dublin earlier this year. Argie started his career over 17 years ago and initially focused on advising the major German investors Deka, Union and Commerz in the UK but over the past decade has specialised in APAC capital flows into Europe, in particular institutional investors and UHNWs from Hong Kong, Singapore and South Korea.

Argie will be in charge of the Office business and also of BNP Paribas Real Estate's platforms in the Middle East and Asia. The latter are part of the IIG division and managed by:

- **Fadi Alkhatib**, CEO Middle East & Managing Director, based in the United Arab Emirates.
- **Mathieu Brummer**, Co-Head BNP Paribas Real Estate APAC, Managing Director, and Andrew Cruickshank, Co-Head BNP Paribas Real Estate APAC, based in Hong Kong and Singapore respectively.



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The IIG division includes 30 advisors operating in 10 European countries and on three Asian platforms. Working with private individuals, institutions and sovereign wealth funds, the IIG is a trusted partner for international capital flows across Europe.

Argie's appointment comes as Larry Young, who has led the team since 2018, takes up a new role in the firm's London Capital Markets team. Peter Roesler, who was supervising the IIG team since the launch in 2012, will manage the Asian and Middle East platforms until Argie will join in April next year.

Patrick Delcol has been working as Head of European Retail within BNP Paribas Real Estate. His scope has just been expanded to encompass the European coordination of Logistics (headed by Craig Maguire) and Hospitality activities (headed by Artyom Perevedentsev).

Patrick Delcol has over 30 years of experience in the real estate sector, particularly in retail. He started his career at BESIX Group before joining the Eastbridge Group, then ING Real Estate Development and DTZ. He then joined BNP Paribas Real Estate in 2013 as CEO for Central and Eastern Europe before being appointed Head of European Retail in 2018. Patrick has an MBA from the Solvay Brussels School of Economics and Management (Université Libre de Bruxelles).

About BNP Paribas Real Estate

BNP Paribas Real Estate, one of the leading international real estate providers, offers its clients a comprehensive range of services that span the entire real estate lifecycle: Property Development, Transaction, Consulting, Valuation, Property Management and Investment Management. With 5,000 employees, BNP Paribas Real Estate as a one stop shop company, supports owners, leaseholders, investors and communities thanks to its local expertise across 30 countries (through its facilities and its Alliance network) in Europe, the Middle-East and Asia. BNP Paribas Real Estate is a part of the BNP Paribas Group, a global leader in financial services.

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Contact for press :

JUSTYNA MAGRZYK-FLEMMING – Head of Marketing & PR

Tel: +48 22 653 44 00 Mobile: +48 511 155 274 E-mail: justyna.magrzyk-flemming@realestate.bnpparibas



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