

INTERNATIONAL & PRIVATE CLIENTS



**BNP PARIBAS
REAL ESTATE**



BNP PARIBAS GROUP 

WHY USE US?

Our offering is unique among global financial institutions and real estate companies

Part of BNP Paribas Real Estate, the International & Private Clients team is responsible for advising high- and ultra-high net worth clients on super-prime real estate across London and the UK.

Working closely with 3,500 Global Relationship Managers across the BNP Paribas Wealth Management team – the leading Private Bank in the Eurozone and the ninth largest globally, we have the ability to quickly identify pre-qualified prospective buyers and introduce them to your property.

We are in constant dialogue and regularly visit Relationship Managers and their clients in key centres where we have Wealth Management hubs.

The unique benefit to our clients of this service is that, working closely with BNP Paribas' Wealth Managers, we have an open dialogue and direct line of communication to their clients looking to purchase property in the UK. No other bank or real estate company, globally can offer this synergy of service. This unique mix of financial acumen and technical expertise is a joined-up service that no other organisation can offer.

The team is based in London and capitalises on the 140-year history of Strutt & Parker, BNP Paribas Real Estate's residential and rural division. Clients benefit from one point of contact, providing access to the best advice and opportunities that Strutt & Parker has to offer whether they be selling a residence in prime central London, acquiring a Scottish Estate or investing into residential capital markets across the UK.



“The International & Private Clients team is typical of a Family Office solution for BNP Paribas Real Estate in the UK. We offer a 360-degree coverage of the organisations’ offerings, to ensure that our clients are given the appropriate high-level of service and relationship management.”



James Gow

Head of London Residential Real Estate



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BNP PARIBAS REAL ESTATE INTERNATIONAL & PRIVATE CLIENTS



The International & Private Clients team is typical of a Family Office service, underpinned by international scale and reach. Focused on UK residential properties, you'll experience the highest standards of client care and discretion.

The BNP Paribas Real Estate Private Client Department is a single point of contact to access real estate expertise in the UK and we continue to maintain the highest standards of accountability, client care and discretion. We bring years of experience which enables us to provide thoughtful and clear advice backed by robust market data together with a highly personal service that is marked by integrity and complete discretion.

Drawing on our own national and international networks, private client database and strong relationships with buying agents, all acquisitions, sales and lettings are diligently managed with many transactions off-market. The Department's main focus is to offer clients impartial strategic advice across their real estate portfolios either for a first-time purchase in the UK or long-term asset management advice across a portfolio.

PROVEN
TRACK RECORD
WORKING
SEAMLESSLY
TOGETHER

“Working closely with 3,500 Global Relationship Managers across the BNP Paribas Wealth Management team – the leading Private Bank in the Eurozone and the ninth largest globally, we have the ability to quickly identify pre-qualified prospective buyers and introduce them to your property. We can also introduce you to our international network of Wealth Managers.”

Victoria Allner,
BNP Paribas Real Estate
International & Private Clients





Over
€2.4bn
of Real Estate asset
transactions with WM
clients since 2012

1,500+
WM clients
introduced to BNP Paribas
Real Estate teams
across Europe

c. €160mn
of asset under
management
with BNP Paribas REIM from
WM clients through
two separate accounts



SERVICES

A door into a private world

The International & Private Clients team specialises in all aspects of sales and acquisitions, lettings, property strategic advice, portfolio & asset management, professional valuation and development consultancy across real estate sectors. The two principal types of service we offer are:

1



The International & Private Clients teams' particular area of specialism is the sale and acquisition of super-prime residential property across the UK. We provide in-depth, bespoke strategic consultancy to our clients and ensure that they benefit from the strength of all BNP Paribas entities across the world.

In these instances International & Private Clients can be appointed to act directly for the client on either the buy-side or sell-side of the transaction.

2



For clients with assets or requirements in other sectors including commercial and rural property, the International & Private Clients team will identify the most appropriate professional within BNP Paribas Real Estate and Strutt & Parker.

We can make all appropriate introductions whilst staying involved and managing the business relationship throughout any time frame in order to ensure our new and existing clients secure a first-class service.

THE BNP PARIBAS GROUP



BANKING SERVICES



BNP PARIBAS

Retail & Banking Services

International Retail Banking
Wealth Management
Asset Management
Personal Finance

Corporate & Institutional Banking

BNP PARIBAS REAL ESTATE INTERNATIONAL & PRIVATE CLIENTS

Search & Acquisition / Disposal /
Professional Consultancy
/ Portfolio & Estate Management

Your Single point of contact
for Real Estate

UNITED KINGDOM REAL ESTATE SERVICES



Our Real Estate offering in the UK is
branded under Strutt & Parker across
all residential and rural services
and BNP Paribas Real Estate for
commercial property sectors.



Strutt & Parker

Residential
Development & Planning
Estates & Farming
Woodland & Forestry
Viticulture



**BNP PARIBAS
REAL ESTATE**

BNP Paribas Real Estate

REIM
Offices
Retail
Industrial
Valuation
Hotels
Student Housing
Build-to-Rent

“The BNP Paribas Real Estate International & Private Clients team is our clients' single point of contact for Real Estate. We form the link between the Group's Banking Services to the Real Estate business.”

BNP PARIBAS WEALTH MANAGEMENT



For 150 years, BNP Paribas Wealth Management has been committed to protecting your wealth, developing it, and passing it on to your loved-ones. With €411 bn in Assets under Management as of June 2022 and 6,800 professionals covering three key hubs (Europe, Middle East and Far East), BNP Paribas Wealth Management ranks 1st in the Eurozone.

A multi award-winning Global Wealth Management Leader – a truly unique industry offering.



EUROPE

- A market leader with a privileged access to 90% of all billionaire families in France
- Close contact with half of the 188 local billionaire families in Germany
- Access to more than 80% of the billionaire families in Belgium



FAR EAST

- One out of two Singapore based billionaires is a client
- A third of Hong Kong based billionaires are clients



MIDDLE EAST

- At the Wealth Briefing MENA Awards 2021, BNP Paribas Wealth Management received four awards including the highest honour: Best Private Bank in the Middle East

WHO WE ARE

Global Reach, European Focus, Local Experts

BNP Paribas Real Estate is present in 30 countries made up of 11 principal countries, mainly in Europe, and 17 affiliates around the world.

With a European focus, BNP Paribas Real Estate provides leading real estate services across the continent and is ranked as a top brokerage firm in Europe.

With the additional network of platforms and partners in North America, the Middle East and the Far East you can benefit from the local expertise of trusted real estate advisers around the world.



INTERNATIONAL & PRIVATE CLIENTS

Covering *II* key centres across *4* platforms

UNITED KINGDOM



Victoria Allner



Charles Medina

EUROPE



Argie Taylor



Enzo Giovanetti

MIDDLE EAST



Fadi Alkhatib



Nuno Ribeiro

ASIA



Mathieu Brummer



Andrew Cruickshank

BNP PARIBAS REAL ESTATE UK AND STRUTT & PARKER

With over 140 years in the UK property industry, the combined strength and depth of BNP Paribas Real Estate and Strutt & Parker offers unparalleled expertise across all sectors of the real estate market.

We are trusted by investors, corporates, private clients, homeowners, landowners and farmers across the UK who value our unique mix of financial acumen, technical expertise, sustainability knowledge and foresight.

UK



1,000
staff across
60

offices in England
and Scotland

LONDON



10

Prime London
Residential
Agency Offices



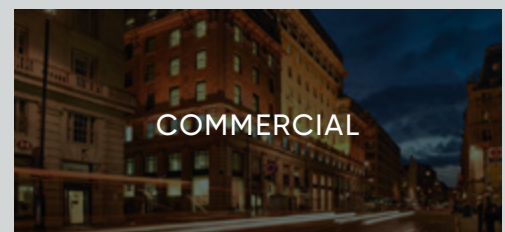
“From property development to consulting, valuation to transactions, property management and investment management we cover all types of real estate assets: commercial, residential and rural.”



RESIDENTIAL & ESTATES



WOODLAND & FORESTRY



COMMERCIAL



RURAL CONSULTANCY

UK RESIDENTIAL REAL ESTATE AND STRUTT & PARKER

- Acquisition
- Sale
- Country House Specialists
- London & Regional New Homes
- Prime & Super Prime London Teams
- Lettings
- Management
- Project Management

Strutt & Parker
Branded Residence



Old War Office, Whitehall, London SW1A 2EU



Strutt & Parker
Residential business
transacted on over

£3bn

of property in 2022

The London
New Homes team have
a portfolio of

c.£2.8bn

and are specialists in prime
and super prime new
build developments including
a number of the Capital's
branded residences

The lettings team have
534 residential tenancies,
with a total value of

£29.5m

per annum in 2022

UK RURAL REAL ESTATE AND STRUTT & PARKER

Estates & Farms

- Sales
- Acquisitions
- Estate & Land Management
- Forestry & Woodland
- Farming
- Viticulture
- Rural Ambitions
- Tax & Accounting
- Carbon Off-Setting
- Project Management
- Natural Capital
- Renewable Energy



Highclere Castle, featured in Downton Abbey



Strutt & Parker's Rural
team manages
or advises on over

2,000,000

acres of land
across the UK.

Strutt & Parker's
viticulture group is the

market leader

in identifying and securing land
suitable for vines. We have helped
buy land for several clients including
Champagne Taittinger, Champagne
Pommery, Chapel Down and
Nyetimber.

Woodland &
Forestry division has
advised clients on

£1 billion

of forestry transactions
since 2000.

BNP PARIBAS REAL ESTATE UK COMMERCIAL

- Acquisition
- Disposal
- Development
- ESG
- Offices
- Retail
- Industrial & Logistics
- Development Land
- Public Sector
- Hotels
- Build-to-Rent
- Property Management
- Planning
- Building Consultancy
- Affordable Housing & Viability
- Project Management



**BNP PARIBAS
REAL ESTATE**

78 St James's St, London, SW1A 1JB





+£1.2bn

transacted commercial
assets in 2022

BNP Paribas Real
Estate Commercial business
transacted on

39
investment
deals

across all commercial
assets in 2022

+£3.25bn

of capital transactions
in London in the
last four years

INTERNATIONAL & PRIVATE CLIENTS

CONTACT US

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**BNP PARIBAS
REAL ESTATE**



struttandparker.com