



PHOENIX CAPITAL PARTNERS



# Anish Aggarwal

Anish is an entrepreneur with a focus within the real estate sector and a track record of developing real estate strategies that align with investors' requirements and delivering for investors since the 1990's.

He has acquired, developed and exited transactions with a GDV of over £1 billion within the real estate sector currently focusing on the Hospitality 'Hotel', Private Rented Sector/ Build To Rent 'PRS/ BTR' and Purpose Built Student Accommodation 'PBSA' sectors across the UK/ Europe.

Through his Corporate Finance Advisory work, he has advised the Kurdish Regional Government and clients on strategy and business development in the Kurdish region in Northern Iraq for c. 5 years from 2003 and since focused on Emerging Markets where he has raised finance and advised on other corporate transactions in excess of £1 billion.

He has recently launched a Green Hotel Fund 'GHF' which is a joint venture between Red Ribbon Fund Management and Phoenix. The GHF is a closed-end, regulated, experienced investor fund which will be registered and listed on the GSX in Gibraltar by end of Q3 2022. It will specifically target hotel development sites and existing hotels in prime locations in key cities across the UK that can be re-positioned, working with the best operator/ brand for any particular site.

He has also been working over the past few years to see how we can leverage technology to 'future proof' our business and been making targeted investments in various proptech, cleantech and fintech opportunities, and soon to launch a tech/ blockchain fund.

Anish is also the Trustee of a charity, Schools For Nepal which he co-founded in 2015 soon after the earthquake, building schools in the earthquake affected areas in Nepal.

# PROFESSIONAL EXPERIENCE



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## Phoenix Asset Management 'PAM' London, UK/ Europe

As Founder, Anish is currently developing the business and revenue streams within the development, project and asset management areas. PAM is currently focusing on Mixed-Use schemes and the Hospitality 'Hotel', Build-to-Rent 'BTR' / Private Rented Sector 'PRS' and Purpose Built Student Accommodation 'PBSA' sectors across Europe.

The company's first project was advising a family office on delivering a turnkey solution to design, build and operate a 225 key upper upscale 4' / 5\* hotel in Edinburgh, UK with a GDV of £95 million.

## Schools For Nepal 'SFN' London, UK/ Regions, Nepal

As Co-Founder, Anish established a joint venture with the Chaudhary Group (the largest Nepalese Group with over US \$1 billion invested in over 100 companies), registered SFN with the UK Charities Commission and as Trustee, continues to develop the charity which is building schools in the earthquake affected areas in Nepal.

## Phoenix Capital Partners 'Phoenix' London, UK/ Global

As Founder, Anish established Phoenix, a Corporate Finance and Advisory Investment Boutique. The firm's aim is to create and identify unique opportunities and partnerships around the world, focusing on the Emerging Economies of the world in the following sectors:

- Technology/ Blockchain (Proptech & Cleantech)
- Real Estate and Infrastructure
- Renewable Energy and Traditional Energy
- Oil & Gas and Mining

The company's first project was working closely with a HNW client in Cyprus to finance and develop a 235MW wind farm project across the Larnaca and Paphos regions in Cyprus. Phoenix worked closely with the contractor, the J&P Group and the Structured Finance Team at Deutsche Bank to arrange the €540 million equity and debt finance required to deliver the project with a GDV of €720 million.

More recently, since the announcement of the prohibitive Stamp Duty changes in December 2014, which lead to a structural change in the London residential market, Phoenix has moved away from the build to sell sector and has instead been focusing on developing 'income strips' within Hotels, PRS and PBSA as asset classes, creating alpha gains through planning and development.

Since 2015, Phoenix has worked with HNW clients/ family offices and as our first project, purchased a number of sites and obtained planning permission for c. 450 PRS and 1,050 PBSA units. The projects were either being sold with the benefit of planning permission or developed with a combined GDV of approximately £150 million.

## Kurdistan Development Corporation 'KDC' London, UK/ Erbil, Iraq

As Founder, Anish established a joint venture with the Kurdistan Regional Government 'KRG' in Northern Iraq, with the Kurdish UK Representative as the Chairman of the company after the Coalition had declared the liberation of Iraq in March 2003. The business was based in London and Erbil, with the KDC identifying and bringing into Kurdistan; international capital, businesses and technology. The KDC set up joint ventures with companies from around the world within Kurdistan, to help to build the economy and create jobs by facilitating Foreign Direct Investment into the region.

The company's first project in December 2003 was working with the US, UK and Iraqi Governments arranging the first commercial flight in 30 years, flying into Erbil from Abu Dhabi, for 150 CEOs and investors from around the world.

Phoenix also identified and brought in one of Kuwait's largest real estate developers, NREC into a Joint Venture to develop 1 million<sup>2</sup> m. of land for a mixed-use scheme, strategically placed between the airport and the capital city of Erbil.

## Various London, UK

Since leaving Oxford University in 1992, Anish has successfully setup and exited a number of diverse investment opportunities as the principal investor, both in real estate and the services industry.

Anish has successfully exited numerous property development projects backed by Partners from Goldman Sachs, Directors from Merrill Lynch and a handful of established property developers. Delivering IRRs of over 50% on a project level for over 10 years, by buying well in addition to creating alpha gains through the planning and development processes.

Anish also founded a security company which was one of the largest private security companies in London, employing over 4,500 people across over 450 venues in Central London, working with diverse clients from Tiger Tiger, Novus Leisure to The Box.