

Anish Aggarwal

Anish is an entrepreneur with a proven track record and focus within the real estate sector since the 1990's.

He has acquired, developed and exited transactions with a GDV of over \$1bn within the real estate sector currently focusing on the Hospitality 'Hotel', Private Rented Sector 'PRS' and Purpose Built Student Accommodation 'PBSA' sectors across Europe.

Through his Corporate Finance Advisory work, Anish is currently establishing a Blockchain Fund with a number of underlying Prop Tech opportunities. He has advised the Kurdish Regional Government and clients on strategy and business development in the Kurdish region in Northern Iraq for 5 years from 2003 and since focused on Emerging Markets where he has raised finance and advised on other corporate transactions in excess of \$1bn.

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



Professional Experience:

- **Phoenix Real Estate Advisory 'PREA' - London, UK/ Europe:** As Founder, Anish is currently developing the business and revenue streams within the acquisition/ sales, development and asset management areas. PREA is currently focusing on the Hospitality 'Hotel', Build-to-Rent/ 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 £95m.

- **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 \$1bn 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 Africa, India and China, in the following sectors:

- Technology (Blockchain, Proptech & Fintech)
- 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 €540m equity and debt finance required to deliver the project with a GDV of €720m.

More recently, since the announcement of the prohibitive Stamp Duty changes in Dec. '14, 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 '15, 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 are either being sold with the benefit of planning permission or being developed with a combined GDV of approximately £150m.

- **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 Mar. '03. 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 while bringing in Foreign Direct Investment.

The company's first project in Dec. '03 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 sq. 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 returns 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 process.

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.