We build bridges

Finding **financial solutions** for **direct** and **indirect real estate investments**

Odeon Kapital‘s markets

📍 **expertise :**
- cross-border
- combining equities, bank financing and debt funds

📍 **we raise capital for :**
- institutionals
- family offices
- alternative investment fund managers

📍 **the playing field :**
- European Real Estate Investment Volumes to €206bn (CBRE, Jan 2025)
- €1200bn in real estate allocation - Germany, France and Switzerland in fund (Preqin, March 2025)

Odeon Kapital’s markets

Core markets

A cross-border boutique for equity & debt solutions

We aspire to be a one-stop shop boutique, offering specialised expertise across jurisdictions.

Our model combines an equity-driven investor network with a debt-oriented financing ecosystem.

These two approaches are crystallised by dedicated vehicles:

- **Odeon Capital Services** for equity,
- **Odeon Financial Services** for debt.

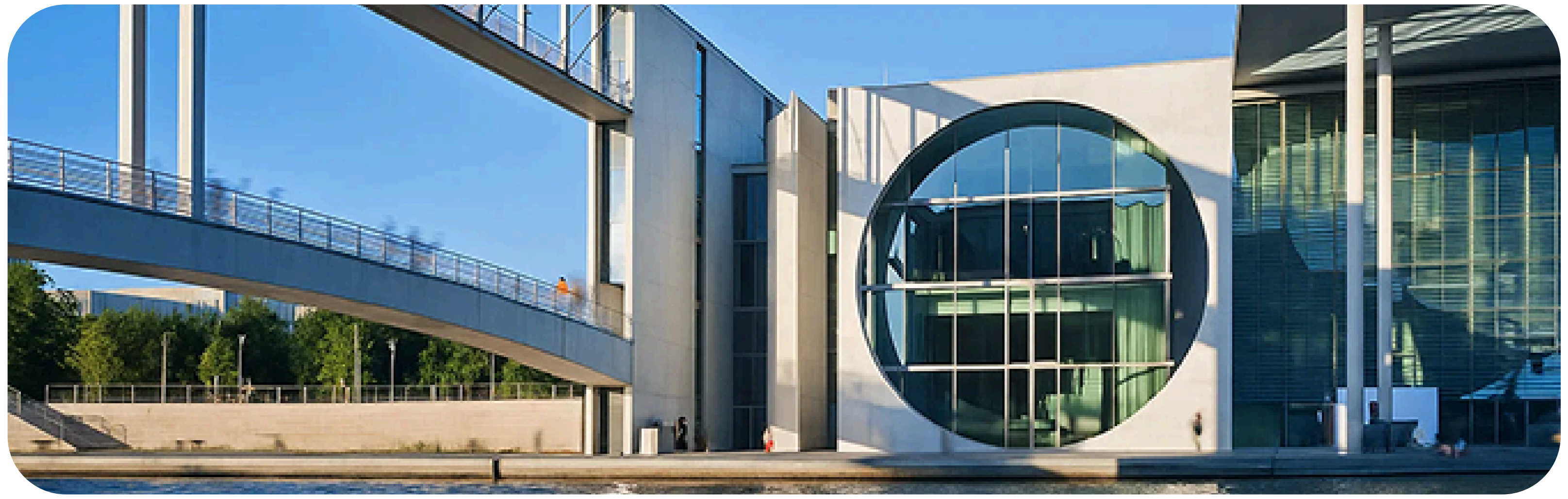
Our services

Equity placement

We structure and place real estate vehicles - from sourcing to exit - with institutional-grade execution and strong governance.

"What makes clients come to Odeon Capital Services is our ability to operate seamlessly across borders. We act as a unique placement agent, with a trusted network of top-tier institutions and access to best-in-class vehicles that meet the highest standards."

Olivier Dontot



Debt advisory

Odeon advises on structuring senior, mezzanine, and unitranche debt. We manage underwriting, coordinate lenders, and support restructurings, leveraging with deep credit insight and a pan-European lender network.

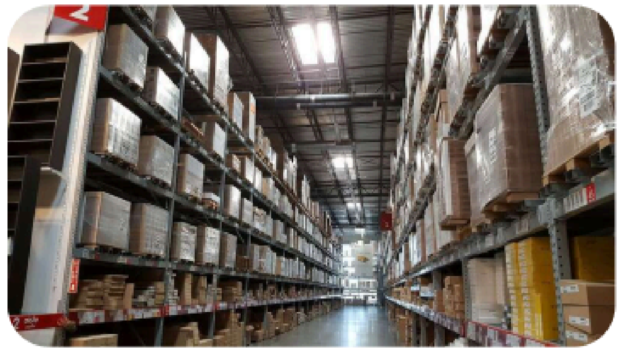
"Odeon puts to use an astonishing network of real estate and financing professionals. Odeon Financial Services excels in both complex and plain-vanilla situations, especially those requiring creativity and entrepreneurship."

Assem El Alami

Our track record

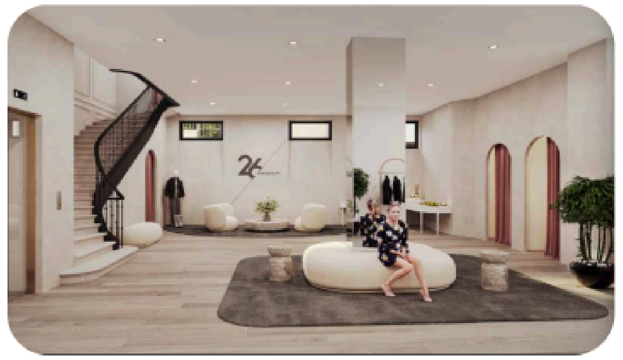
Odeon Financial Services

Odeon Financial advises, structures and brokers financial solutions, may it be through Bank financing, private debt or through equity solutions.



Carquefou - Staub

8m / 2025 - Caisse d'épargne



Groupe Madar

34m / 2025 - La Banque Postale

Odeon Capital Services

Odeon Capital works exclusively with top-tier asset managers, adhering to strict quality and performance criteria with the best real estate investment solutions in Switzerland, France and Germany.

Our network of clients

ODEON KAPITAL

Ofi invest

Real I.S.

AHP

GH GROUP REAL ESTATE

BEAUREALE INVESTMENTS

LAPIDUS HOLDING

Foncière Staub

GROUPE MADAR

Financing partners

CAISSE D'EPARGNE Bretagne Pays de Loire

ESTER L'AMBITION D'UNE FINANCE MAITRISÉE.

loanboox.

LA BANQUE POSTALE

Board members & strategic advisor

Our board brings together senior leadership with proven institutional track records and a shared vision for cross-border excellence across France, Germany, and Switzerland.

Olivier Dontot
Chairman Odeon Kapital AG & board member

Cross-border institutional fundraising

Olivier Dontot is a seasoned real estate capital markets advisor with over 25 years of experience in France, Germany, and Switzerland. He specializes in cross-border institutional fundraising, having raised €1.5bn for high-profile developments and structured placements across Europe. He operates fluently in French, German, and English.

Sigrid Duhamel
Board member

Pan-European real estate investment leadership

Sigrid Duhamel is Chairwoman of Deepki and a respected advisor in infrastructure and private equity. Former Global CIO and France CEO of BNP Paribas REIM, she led €17bn in AuM across Europe. With an MBA from INSEAD and an engineering degree from ESTP, she brings over 25 years of cross-sector real estate leadership across Europe.

Assem El Alami
Board member

Financial & debt expert

Assem El Alami is the Head of the International Real Estate Finance Sales Division of Berlin Hyp AG. As such he supervises four sales teams: Origination International Investors based in Berlin, as well as the offices in Paris, Amsterdam and Warsaw. Berlin Hyp's loan book accounts for approximately €32bn. Being a law graduate, Assem has more than 25 years of experience in the real estate sector of which he has spent 10 years in France. He joined Berlin Hyp in 2010.

Frédéric Bôl
Strategic advisor

Institutional real estate leadership

Frédéric Bôl is Senior Advisor at Swiss Life Asset Managers France and Chairman of ASPIM. With a distinguished career in institutional real estate, he previously led Swiss Life Reim and founded Viveris REIM. A laureate of multiple Pierre d'Or awards, he is recognized for landmark transactions such as the €1.7bn Terreïs acquisition.

Board members

Our board bring together senior leadership with proven institutional track records and a shared vision for cross-border real estate excellence across France, Germany, and Switzerland.

Jean-Pierre Rettig
VISCONTI Partners & board member

International retail strategy & leadership

Jean-Pierre Rettig is an international retail strategist and executive coach based in Zurich. Former CEO of Marionnaud Switzerland and Director at Carrefour Group across Europe and Asia, he now advises leaders through his consultancy and the VISCONTI network. He holds a DEA in biomedical physics and a corporate master's from INSEAD.

Chantal Hammer
Board member

Executive leadership in luxury & family business

Chantal Hammer is a multilingual business leader with a background in luxury retail and board governance. After executive roles at Ralph Lauren and LVMH, she has spent the past 15 years steering her family business. Currently completing her Executive Coaching certification at INSEAD, she champions female leadership with a global outlook.

Jan-Luca Ahlert
Junior board member

Institutional finance & venture strategy

Jan-Luca Ahlert is a German finance and venture specialist with experience across investment banking, corporate strategy, and venture capital. He held key roles at Enpal, Allianz, and Commerzbank in New York and London, and currently serves as Founders Associate at LANCH in Berlin. Jan-Luca brings a sharp institutional mindset and cross-border perspective shaped by strategic roles in both traditional finance and high-growth startups.

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ODEON KAPITAL

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Odeon Kapital operates within a strictly regulated framework and is structured with a cross-border presence. In Switzerland, our entity is domiciled in Zurich and acts as a financial intermediary indirectly supervised by FINMA, through our membership with the Association Romande des Intermédiaires Financiers (ARIF). All sales members of Odeon Kapital are personally registered in the official registry of financial intermediaries. Lastly, for Germany, an application for authorization with BaFin is planned under Article 15 of the German Trade Regulation Act (GewO), as part of subsidiary’s incorporation process, to ensure full regulatory compliance for operating in the German market. In France, Odéon Capital France SAS is registered as French AMF financial advisor status.