

ODEON KAPITAL

We build bridges

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

Odeon Kapital's vision

Odeon Kapital is a Swiss-rooted European real estate investment banking boutique offering an integrated equity and debt platform for institutional investors, asset managers, and real estate operators.

Our cross-border model rests on three pillars:

- **Bicultural DACH–FrBeLux expertise**, ensuring deep fluency in both regulatory and cultural environments.
- **Dual capital capabilities**, enabling optimized equity–debt structuring across the full capital stack.
- **A Swiss-based European hub** for seamless, trusted cross-border execution.

In essence, we provide a **culturally agile platform connecting capital and opportunities across Europe's real estate markets**.

Odeon Kapital delivers a **distinctive and culturally agile platform designed to facilitate high-quality real estate investment** strategies across Europe.

Market convictions

- The **European corridor remains underutilized** despite being Europe's two largest economies.
- **Switzerland acts as a central private capital hub** in this geography.
- **Real estate debt markets are undergoing a structural shift**: – Bank financing faces increasing regulatory constraints – Private debt is becoming institutionalized and a growing source of long-term yield

Current strategic focus points:

1. Equity raising
2. Private Debt
3. Debt brokerage



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) .



A cross-border boutique for equity & debt solutions



Odeon Kapital's markets

Core Markets

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

Our strategy combines an equity-focused investor network with a debt-driven financing platform, offering alternative funding solutions and playing a key role in Europe's private debt market.

These two approaches are crystallised by dedicated vehicles:

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

Our services

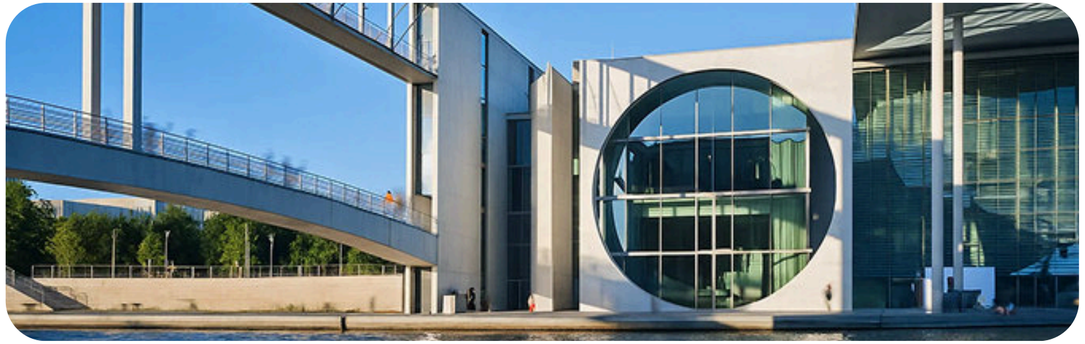


Equity placement

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 brokerage

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.

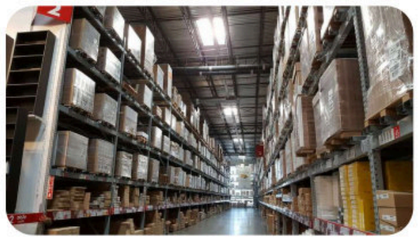
"Odeon puts to use an astonishing network of real estate and financing professionals. Odeon Financial Services excels in both complex and plain-vanilla situations, especially those requiring creativity and entrepreneurship."

Assem El Alami

Our track record

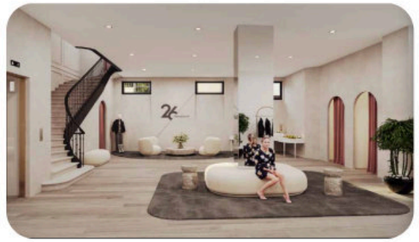
Odeon Financial Services

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

Financing partners

Board members

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.



Georg Fahrenschon
Future board member
linkedin.com/in/georg-fahrenschon-603890153/

Public finance & banking leadership

Georg Fahrenschon is a Partner and General Representative at WTS Group in Munich. He served as President of the German Savings Banks Association (DSGV) from 2012 to 2017 and as Bavarian State Minister of Finance from 2008 to 2011, after five years as a Member of the German Bundestag. An economist by training, he brings deep expertise in banking regulation, European financial markets and public finance.



Jean-Pierre Rettig
VISCONTI Partners & board member
linkedin.com/in/jeanpierrerettig

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.

Board members



Assem El Alami
Board member
linkedin.com/in/assem-el-alami-b3773868

Financial & debt expert

Assem El Alami has been the Head of the International Real Estate Finance Sales Division of Berlin Hyp AG. As such he supervised 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.



Chantal Hammer
Board member
linkedin.com/in/chantal-hammer-96728bb5

Chantal Hammer is a multilingual business leader with a distinguished background in luxury retail, executive management and board governance. Following senior leadership roles at Ralph Lauren and LVMH, she brings over 15 years of extensive experience as a board member in the real estate sector, contributing strategic insight and governance expertise. Having completed her Executive Coaching certification at INSEAD, she currently works as an Executive Consultant, specializing in coaching and empowering women to unlock their potential, strengthen their leadership capabilities and navigate their professional journeys with confidence. With a strong international outlook and a passion for female leadership, she is committed to supporting women in realizing their ambitions and creating meaningful impact.



Jan-Luca Ahlert
Junior board member
linkedin.com/in/jan-luca-ahlert-279108169

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.

Strategic advisors



Frédéric Bôl
Strategic advisor
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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 Terreis acquisition.



Alain Eme
Strategic advisor
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XV Finance - France

Alain Eme began his career in the early 1990s in the special affairs department of BNP Paribas, contributing to numerous group restructurings. At Calyon, Oddo Corporate Finance and ING Corporate Finance, which he headed, he led or initiated more than 35 IPOs, 30 tender offers and numerous M&A and capital markets transactions. Dual legal and financial education (DJCE, DESS business law), MBA from IAE de Paris, Executive MBA from HEC.



Pascal Dumont
Strategic advisor
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DS 21 - France

Pascal Dumont is President of Diversification & Stratégie 21 (DS21). He spent over three decades at BNP Paribas Asset Management, where he headed institutional sales for France, covering pension funds and foundations, before founding his own advisory firm.

Strategic advisors



Heidi Abraham
Strategic advisor
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Family office - Germany

Heidi Abraham brings more than two decades of investment and banking experience advising entrepreneurial families, UHNWIs and institutional investors. She held senior roles at UniCredit Group and in institutional asset management in New York, then served as Managing Director of Reimann Investors Family Office. Today she advises entrepreneurial families on strategic asset allocation across capital markets, real estate, private equity and venture capital.

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Strategic advisor - France

Influence profile

A highly connected figure in French real estate investment, with decades of institutional experience across the French market. He supports Odeon's development in France and chooses to remain unnamed.



Contact



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Odeon Financial Services

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Shareholder

SIG - Swiss Investment Group, the family office of Odeon Kapital's founder Olivier Dontot, shareholder behind Odeon Kapital AG (Zurich), since 2008.

linkedin.com/company/sig-swiss-investment-group

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