

MICHAEL SCHÖNACH

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Nationality: Austrian
Date of birth: September 30, 1975 in Vantaa, Finland
Marital status: Married, three children

PROFILE

International C-level executive with a 20-year investment and management track record within real estate and related sectors. Major roles during career include investing in and advising real estate related companies, leading organisations in C-level management and executive board positions, real estate private equity, and bulge-bracket investment banking.

WORK EXPERIENCE

Mirabel Partners Oy

CEO and Founding Partner

Helsinki/Berlin, 6/2020–

- Co-founded a new independent real asset private equity firm together with a group of former colleagues from Northern Horizon Capital
- Primary focus on strategic growth management, new business development and capital sourcing

Realstocks Oy

Senior Advisor

Berlin/Helsinki, 5/2019–

- Acting as real estate industry advisor and sourcing of potential debt financing transactions for a Helsinki and Zurich based venture capital backed startup aiming to create a liquid blockchain-based commercial real estate loan platform

Northern Horizon Capital A/S group

Fund Manager of the Nordic Aged Care Fund

Berlin/Helsinki, 5/2016–4/2020

- Led the design, structuring and launch of the Luxembourg based Alternative Investment Fund and raised Eur300m of discretionary equity commitments from a group of thirteen European institutional investors
- Led as the responsible Fund Manager the deployment of the Fund's capital into approx. 50 leveraged real estate acquisitions in the Nordics with a total gross acquisition value of Eur500m
- Based in Berlin from August 2018 to April 2020 to spend time in parallel on business development in Germany

Chairman of the Group Investment Committee

Helsinki/Copenhagen/Berlin/Stockholm/Tallinn, 11/2012–6/2019

- Evaluating and approving investments for seven discretionarily managed real estate private equity funds with total AuM of ca. Eur 1 billion within real estate and real asset investment strategies in Germany, Nordics, Baltics
- Board member of the Fin-FSA regulated in-house AIFM

Group CEO

Copenhagen/Helsinki, 11/2012–5/2018

- CEO of the group's Danish parent company and Chairman of operating investment management subsidiaries in Finland, Sweden, Germany and the Baltics, and a property management subsidiary in the Baltics and Poland
- Focus on general management of an organization of initially over 100 employees, strategy formulation together with the Board of Directors, organic new business development, non-organic business line acquisitions and disposals, fundraising, and deal team management
- Chairman of several institutional real asset funds raised, managed and exited by group operating subsidiaries

Citycon Oyj

Executive Vice President, Finnish Operations

Helsinki, 3/2011–5/2012

- Head of Citycon's business in Finland, with P&L responsibility for a Eur1.6bn portfolio consisting of 23 shopping centres and 36 other retail assets, and heading a team of 70 professionals responsible for commercial center management, leasing, technical property management, property development, marketing, finance and administration functions
- Member of the Citycon Group Management Committee
- Joined company in March 2011 to plan and implement an operational turn-around programme aimed at improving profitability and focus on core functions
- In 15 months, achieved significant improvements in operational results and exceeded budget. Increased turnover by 5% and net rental income by 7% through an increased shopping centre occupancy to 97.0% and average lease length by 15% to 3.5 years, increased shopping centre sales by 9% and footfall by 5%, implementation of savings programmes in property operating expenses and SG&A expenses resulting in like-for-like cost savings in excess of 10%
- Expanded revenue base into management of two third-party owned shopping centres to leverage the firm's operational capabilities beyond its own balance sheet
- Trimmed portfolio and recycled capital by selling non-core properties
- Left the company in May 2012 due to differences with CEO about management philosophy

Catella Property Group

Managing Director & CEO

Catella Corporate Finance Oy (CCF)

Helsinki, 10/2008–2/2011

Catella Property Oy (CP)

Helsinki, 1/2009–2/2011

- Management responsibility for Catella's operations in Finland, including the transactions, valuation and lettings business (CP) and the corporate finance business (run through CP subsidiary CCF). Focus on general management of 35 employees and client-facing role (origination and transaction execution)
- Managing Director of Catella's Russian advisory operation Catella International BV, and Chairman of the Board of Catella's Baltic operation Catella Corporate Finance SIA
- Member of Catella Group's European executive committee, participating in group-wide business development initiatives and opportunities
- Successfully steered the company through the Financial crisis, trimmed operations (e.g. exit from Russian business) and led the company's post-crisis growth programme

Deutsche Bank AG

Vice President

Real Estate Investment Banking

Helsinki/London, 7/2007–9/2008

- Regional industry coverage officer with primary responsibility for origination and execution of transactions across all Deutsche Bank investment banking products in the Nordic countries, Russia and CIS, Poland and Baltics
- Structured Finance, Equity Capital Markets, and M&A transactions with total transaction volume in excess of Eur4bn

Mergers & Acquisitions

London, 8/2005–6/2007

- M&A execution and origination with sole focus on real estate and hotel sector transactions across Europe, Middle East and Africa (EMEA)
- Over Eur16bn of successfully closed transactions in Germany, Italy, the Netherlands, Spain, UK, Denmark and Russia
- Overall responsibility for M&A transaction execution in day-to-day project leader capacity, and M&A consulting role in origination efforts in EMEA
- Management of Real Estate Investment Banking junior resource pool (line manager of 13 Associates and Analysts)

J.P. Morgan plc

Associate (2003 – 2005), Analyst (2000 – 2003), Intern (1999)

Mergers & Acquisitions

London, 7/2004–7/2005

- Cross-industry M&A execution specialist with focus on transactions in Northern Europe and transatlantic
- Transaction execution work in Finland, Denmark, Germany, Belgium and the US
- Role in projects included day-to-day process management and coordination between client, transaction counterparty, debt financing, as well as transaction structuring and negotiation

European Real Estate and Lodging Investment Banking

London, 6–8/1999 and 9/2000–6/2004

- Industry coverage of Northern European real estate, and of European hotel sector
- Transaction execution work in Denmark, Germany, Netherlands, Norway, Spain, Sweden, Switzerland and UK
 - Real estate and hotels bank and bond financing and structured finance
 - M&A (sell-side and buy-side advisory, takeover defense, acquisition finance) and corporate real estate divestitures
- Role in projects included lead responsibility for day-to-day process management, due diligence and valuation

EDUCATION

Darla Moore School of Business, University of South Carolina

Master of Business Administration, GPA 4.0

Columbia, SC

5/2000

Helsinki School of Economics

B.Sc. (Finance), GPA 80/100

Helsinki

6/1999

Deutsche Schule Helsinki

High school diploma (German Reifeprüfung)

Helsinki

5/1994

SELECTED CURRENT AND PAST PROFESSIONAL ASSOCIATIONS / EXECUTIVE EDUCATION

- Royal Institution of Chartered Surveyors (RICS) – Fellow (FRICS) since 2012
- Finnish Business Angel Network (FiBAN) – Member since 2012
- IMD Business School, Lausanne: High Performance Leadership Programme 2018
- The Finnish Association of Building Owners (RAKLI) – Chairman of the Executive Group of Commercial and Public Properties
- International Council of Shopping Centres, Member

LANGUAGE SKILLS

Finnish (native speaker)

English (native level fluency)

German (native level fluency)

Swedish (working knowledge)

SELECTED PERSONAL INTERESTS

Running, travel, history, geography, urban development topics