

Savills Capital Advisors hires new head of corporate finance

3 years ago



With immediate effect, Jan Crosby has joined Savills Capital Advisors (SCA) as Head of Corporate Finance, based in the firm's Margaret Street head office in London.

Crosby most recently worked at KPMG, where he led the Real Estate M&A team and was also Head of Infrastructure, Building & Construction for KPMG in the UK. He has advised financial sponsors, corporates, internationals, governments and family offices on transactions across the market cycle. With over twenty-five years' experience in corporate M&A across more than 300 deals, his depth of expertise will further strengthen SCA's offering.

Jointly led by Joe Guilfoyle and Andrew McMurdo, Savills Capital Advisors operates across all real estate sectors delivering joint venture and equity structuring, capital raising, restructuring, corporate finance, M&A and debt advisory services to clients across the UK and EMEA. The team works closely with Savills vast network of sector and geography-specific specialists, to provide clients with a value-adding combination of real estate and financing expertise.

Part of the 85-person strong Operational Capital Markets division, the SCA team has 16 multi-disciplinary experts and includes qualified accountants, investment bankers, financial analysts, financial modelers and real estate specialists. They have closed over £12 billion of transactions in the last three years, across all major real estate sectors in the UK, EMEA and Asia Pacific markets.

Recent deals include acquiring a 75% stake in MediaCityUK on behalf of Landsec for £425 million, acquiring the iQ student housing portfolio for Blackstone for £4.7 billion, raising €400 million of equity on behalf of Grupo Lar to fund a 5,000+ unit Multifamily strategy in Spain, advising French real estate

manager Proudreed on the formation of a €500 million logistics joint venture and advising Warehouse REIT on its inaugural £220 million syndicated club facility.

Peter Allen, Head of Operational Capital Markets, says: “We are delighted to see our SCA business continue to grow, with the hiring of an industry heavyweight such as Jan. Under the co-leadership of Joe and Andrew the team have already proven to be exceptional and Jan’s addition only serves to strengthen our offer further.”

Joe Guilfoyle, Co-Head of Savills Capital Advisors, says: “In recent years, we have seen huge client demand for M&A, Joint Venture and financing-focussed real estate advice, in addition to traditional brokerage. As a result, Savills Capital Advisors has rapidly expanded and we are now servicing clients on large-scale mandates across the world.”

Andrew McMurdo, Co-Head of Savills Capital Advisors, says: “With the continual growth of our M&A advisory service, we are very pleased to have Jan join us. He has unrivalled expertise that our clients will benefit from and I am very excited to start working with him.”

Jan Crosby, adds: “I am thrilled to be joining Savills Capital Advisors at an exciting time in the growth trajectory of the business. I look forward to helping contribute to Savills ambition to provide a unique service offering for our clients – blending our unmatched property level insight and deep relationships with seasoned corporate finance deal-craft and technical expertise.”

Image credit: Savills