

Urban Input Group hires Thibault Valla to invest in Spanish debt

Urban Input Group (“UIG”), the Spanish Real Estate asset manager and developer, has teamed up with Thibault Valla to tackle the current instability in the Spanish debt markets at a very interesting time for non-bank lenders.

September 2023.-After a number of years at the lending team of GE, Thibault spent nine years at La Salle Investment Management, primarily in the debt team lending on over €3.5bn of debt transactions, focusing on whole loans, stretch-senior and mezzanine debt as well as a few years in the Value- Add direct investments team investing over €300m of preferred equity.

The combination of Thibault’s structured finance experience with the deep real estate market knowledge of Urban Input Group creates a unique platform in the Spanish market to source, structure and execute smart risk-adjusted debt transactions.

Prior to Thibault’s arrival, UIG had certain debt experience, in particular through its Partner Mario Chisholm who, prior to moving to Spain, spent many years lending at Citi, Goldman Sachs and Och-Ziff lending or restructuring over €2.5bn during his time there. Prior to Thibault’s arrival, UIG managed to close approximately €250m of debt transactions with both local lenders as well as international alternative lenders. The arrival of Thibault significantly strengthens the senior expertise in this space and UIG intends to look at risk-adjusted opportunities across the capital structure, including senior debt on complex transactions, on which the local banks may have difficulty to lend, whole loan solutions, addressing funding gaps with stretch-senior, mezzanine or preferred equity as well as new acquisition or development finance.

Given the market uncertainty, transaction volume has decreased somewhat, but the opportunity to lend will mainly be driven by the need to refinance, the need to restructure existing debt, the need to fund more capital investment in existing deals and the need to exit from existing investments to create liquidity.

Thibault Valla, Managing Director of Credit at UIG said: *“I have spent a fair amount of time looking at the Spanish market at La Salle and was based here shortly previously during my time at GE. Stricter capital and liquidity requirements for banks has created a funding gap in the market. I believe that the market has a large opportunity with mounting regulatory pressures and loan maturities coming over the near-term, the retracting of the local banks and international alternative lenders struggling to have access to the right transactions and/or not being able to lend due to size restrictions. I am excited to be here and start this new adventure”.*

Mario Chisholm, Partner at UIG added: *“We are living in an unsettled world with uncertainty around interest rates, inflation and cap rates, resulting in opportunities across the capital structure. The volatility results in the need to find intelligent ways to capitalise real estate projects, and we want to bring the sophistication of the international capital markets to local best-in-class real estate projects. Having Thibault on our team is a testament to the type of business we are building at Urban Input Group, bringing international expertise to the local market adding efficiency and the ability to add significant value”.*

About URBAN INPUT

URBAN INPUT is a Spanish Real Estate asset manager and developer delivering high-quality and socially conscious projects across asset classes. With a long track record in investment management, asset management and real estate development, the company has a diversified portfolio focused on Next generation offices, Residential development (UNIQ), Rental living (BIALTO) and Special situations.

With a credible and uninterrupted track record since 2014, URBAN INPUT has the capability and experience to offer tailored solutions to access the Spanish market.

Forward thinking is at the core of the corporate strategy, constantly identifying innovative problem-solving solutions and investment themes to attend the new trends of the real estate market, working closely with a broad range of private and institutional investors.

The mission is to deliver specialized and flexible real estate, creating long-term sustainable projects that people are excited to occupy.

For any enquiry, please contact

Mónica Delgado

PR and Communications Director

Mdd@urbaninput.es