

# TRISTAN/ELLANDI COALITION TRIUMPH IN EASTLEIGH

22ND MARCH 2013

**CCP III, a fund advised by pan-European real estate investment manager Tristan Capital Partners, has acquired the Swan Centre in Eastleigh, Hampshire, from PRUPIM, the real estate investment management arm of M&G Investments. Ellandi will partner Tristan again on what will be its third UK shopping centre acquisition for the fund.**

The Swan Centre is the dominant retail and leisure destination within the town centre and its wider catchment. It comprises 228,000 sq. ft. of retail and a 113,000 sq. ft. leisure extension completed in 2008 that houses a range of restaurants, a cinema, bowling alley and Gambado soft play centre. ([www.swanshopping.com](http://www.swanshopping.com))

**Peter Mather, Managing Director at Tristan Capital** commented “The Swan Centre is a good fit for the CCP III strategy. The combination of a strong and secure leisure offer with a successful and diversified retail line-up, which both dominate the town centre, is an attractive asset for the fund. The scheme offers up many opportunities for pro-active management and physical improvement. We see an opportunity in the UK to earn an attractive income yield and good risk adjusted returns. The Swan Centre squarely fits this profile.”

Morgan Garfield, Partner at Ellandi added “We are delighted to make a further investment with CCP III. We have been able to acquire a third dominant town centre asset that offers attractive and sustainable income. Retailers trade successfully in Eastleigh and we are looking forward to working with our tenants and local stakeholders to build upon the impressive and successful leisure extension completed by PRUPIM.”

PRUPIM were advised by CBRE and CMS Cameron McKenna. CCP III was advised by Kitchen LaFrenais Morgan and Addleshaw Goddard.

**ENDS**

For further information please contact:

Monica O'Neill | +44 (0)20 3463 8868 | e-mail: [moneill@tristancap.com](mailto:moneill@tristancap.com)

#### About Tristan Capital Partners

Tristan Capital Partners is an employee-owned investment management boutique specialising in public and private market real estate investment strategies across the UK and Continental Europe.

Tristan is the Portfolio Manager for Curzon Capital Partners III and for the private equity funds European Property Investors, LP, European Property Investors Special Opportunities, LP and European Property Investors Special Opportunities 3, LP. Its pan-European real estate funds include core-plus and value-added/opportunistic strategies with total assets under management of €3.5 Billion. Tristan's headquarters are in London and it has offices in Luxembourg, Milan, Paris, Stockholm, Dusseldorf and Warsaw.



Please check out the new Tristan web-app – available for download at [www.tristancap.com](http://www.tristancap.com)

## Notes to Editors

**Ellandi** is a niche investment manager focused on acquiring and asset managing high yielding multi-let commercial real estate in the UK. Ellandi also invest in and manage distressed debt and restructuring opportunities involving UK Commercial real estate. Ellandi source and structure investments on behalf of leading UK and European real estate investment partners.

[www.ellandi.com](http://www.ellandi.com)

**PRUPIM** is the real estate fund management arm of M&G and is one of the top 20 real estate fund managers in the world by assets under management, with over £16\* billion invested in a broad spread of properties across Europe, North America and the Asia Pacific region. M&G is the investment arm of Prudential Plc in the UK and Europe. For more information, visit [www.prupim.com](http://www.prupim.com).

\*At 31 December 2012.

### About Tristan Capital Partners

Tristan Capital Partners is an employee-owned investment management boutique specialising in public and private market real estate investment strategies across the UK and Continental Europe.

Tristan is the Portfolio Manager for Curzon Capital Partners III and for the private equity funds European Property Investors, LP, European Property Investors Special Opportunities, LP and European Property Investors Special Opportunities 3, LP. Its pan-European real estate funds include core-plus and value-added/opportunistic strategies with total assets under management of €3.5 Billion. Tristan's headquarters are in London and it has offices in Luxembourg, Milan, Paris, Stockholm, Dusseldorf and Warsaw.



Please check out the new Tristan web-app – available for download at [www.tristancap.com](http://www.tristancap.com)