

# Regis Group and Ares Management Form Haven Capital

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*Haven Capital Seeks to Capitalize on Ground Lease Opportunities in Top Markets Across the U.S.*

New York – November 16, 2020 – Regis Group (“Regis”) and funds managed by the Real Estate Equity and Alternative Credit strategies of Ares Management Corporation (“Ares”) today announced the formation of Haven Capital, an originator of customized ground lease positions in high quality assets across the U.S. Formed as a joint venture between Regis and the Ares funds, Haven Capital aims to capitalize ground lease opportunities in most real estate sectors in the top 50 markets with an initial capacity in excess of \$1.0 billion.

Haven Capital will target ground leases across all asset classes with a minimum \$20 million transaction size. For real estate owners and developers, Haven Capital’s 99-year ground lease structure has the potential to increase asset values by separating land and buildings while reducing equity requirements, and thus, the total cost of capital. Further, Haven Capital can provide owners with the option to repurchase the property during the term or at the maturity of the ground lease.

Haven Capital has appointed Joe Shanley to lead the growth of its platform. Prior to Haven Capital, Mr. Shanley was a Vice President at SL Green Realty, managing equity and debt investments for a variety of asset types across the New York region.

“Regis has an established track record of identifying emerging opportunities in real estate and building national platforms to offer solutions for the market,” said Nick Gould, Chairman and Founder, Regis Group. “We believe ground leases represent an attractive long-term funding source and we have formed Haven Capital with Ares to provide flexible ground leases to meet the needs of real estate owners across the United States.”

“We are pleased to launch Haven Capital, which we believe will enhance Ares’ existing real estate equity and debt investment capabilities,” said David Roth, Partner and Head of U.S. Real Estate Equity in the Ares Real Estate Group. “In our view, ground leases provide a compelling solution for both long-term property owners and developers, and we look forward to building this platform alongside Regis.”

“The formation of Haven Capital marks the entry of well-established institutional investors into what we believe is a largely untapped sector for commercial property investment,” says Joe Shanley, Investment

Director of Haven Capital. “Ground leases are an underutilized tool that provides an alternative source of capital for both existing assets and ground-up developments.”

Deutsche Bank Securities Inc. acted as Financial Advisor to Regis on the formation of Haven Capital.

About Haven Capital

Haven Capital is a real estate investment firm formed to invest in new and existing ground leases in all major US markets. Haven works with real estate owners to provide flexible ground lease solutions to meet their needs. With a Haven ground lease, real estate owners benefit from a long-term, predictable funding structure that maximizes capital proceeds. Haven is led by experienced real estate professionals with debt and equity investing experience across all major real estate asset classes. Haven is sponsored by Regis and funds managed by Ares.

#### About Regis

For more than 40 years, Regis has been a leading real estate private equity investor and operator with more than \$16 billion of investments across national real estate platforms in the U.S. and the U.K. Regis has invested in ground leases for over 30 years and currently owns one of the largest portfolios in the U.K. Regis has repeatedly achieved success by identifying non-traditional, scalable real estate asset classes and then building national, institutionally managed platforms to capitalize on these opportunities. Their proven strategies combine operational expertise, technological innovation and deep knowledge of financial structuring.

#### About Ares Management Corporation

Ares Management Corporation (NYSE: ARES) is a leading global alternative investment manager operating integrated groups across Credit, Private Equity, Real Estate and Strategic Initiatives. Ares Management's investment groups collaborate to deliver innovative investment solutions and consistent, attractive investment returns for fund investors throughout market cycles. As of September 30, 2020, Ares Management's global platform had approximately \$179 billion of assets under management with more than 1,400 employees operating across North America, Europe and Asia Pacific. For more information, please visit [www.aresmgmt.com](http://www.aresmgmt.com).

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