



UNION BANCAIRE PRIVÉE



THE RISK
MANAGEMENT
GROUP

Press release

Union Bancaire Privée (UBP) and Risk Management Group (RMG) close an exclusive private markets transaction for a consortium of institutional clients and family offices

Geneva, 30 March 2023

- UBP and RMG co-advised on the structuring of the sale and lease-back of the Hôpital de La Tour buildings.
- Via this operation UBP and RMG were able to offer a unique club-deal opportunity to a select group of institutional investors and families.
- This transaction will also facilitate the financing by the investors of Hôpital de La Tour of a major healthcare campus in Meyrin, Geneva.

Union Bancaire Privée, UBP SA (“UBP”) and The Risk Management Group (Suisse) S.A. (“RMG”) have sourced and co-advised a consortium of institutional investors and families on a transaction involving buildings leased to Hôpital de La Tour as part of a sale and leaseback agreement.

Hôpital de La Tour, located in Meyrin, Geneva, is the largest stand-alone hospital operator in Switzerland and the number one full-service private hospital in Geneva in terms of beds. The buildings consist of approximately 21,000 sqm of total rentable area servicing approximately 400,000 outpatient visits and 8,000 inpatient admissions per year.

UBP and RMG were able to obtain exclusive rights to this transaction. Together the two institutions assembled a limited number of pension funds, institutional clients and family offices from French-speaking Switzerland to partake in the transaction that was agreed at CHF 500 million.

“With this operation we have been able to set a stable rate of returns for our investors while providing the financing of a key healthcare project for Geneva. We are particularly pleased at the opportunity for an investment so close to home,” said **Brice Thionnet, UBP’s Global Head of Private Markets**.

“We are proud to have sourced an exceptional asset and executed a complex transaction under very demanding time constraints. The seamless collaboration between UBP’s Private Markets Group and RMG’s team resulted in a successful and very attractive opportunity for our investors. We look forward to being part of this exciting healthcare project,” stated **Jean-Guillaume Pieyre, Founder and CEO of RMG**.

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About Union Bancaire Privée (UBP) and Private Markets Group (PMG)

UBP is one of Switzerland’s leading private banks, and is among the best-capitalised, with a Tier 1 ratio of 26.7%. The Bank is specialised in the field of wealth management for both private and institutional clients. UBP is based in Geneva and employs 1,960 people in over twenty locations worldwide; it holds CHF 140.4 billion in assets under management (numbers as at 31 December 2022).



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UBP's Private Markets Group (PMG), based in Europe, the Middle East and Asia, offers investment solutions across four asset classes: real estate, private equity, private debt and infrastructure. With 35 employees, PMG manages a total of more than CHF 4 billion either internally or through exclusive partnerships, executing several exclusive transactions per year for UBP's clients.

www.ubp.com

About The Risk Management Group (RMG)

The Risk Management Group (Suisse) S.A. (RMG) is an independent financial institution based in Geneva advising UHNWI, Family Offices and institutional clients on large and complex financing transactions. Through its long-established network of counterparties RMG also provides clients with unique opportunities for direct investments in tangible assets and in the Swiss real estate market.

<https://rmgroup.com/>