

Our Criteria

Real Estate Transactions

This information sheet outlines our investment criteria for raising debt and equity and for providing purchase and sale services in the real state asset class internationally. For further information, contact our Real Estate Division.

Criteria	Description
Source of transaction	Stirling Infrastructure does not work through intermediaries but will work with a panel of approved introducers. The firm will only accept instructions directly from the project sponsor or the investor(s).
Size of transaction	Minimum: 30 million USD Typical range: 50 million - 500 million USD Maximum: 2 billion USD (for a portfolio)
General assessment criteria for management team	For new-built developments and value-add strategies, project sponsor will need to have proven track record of well-managed assets with an experienced management team.
General assessment criteria for transaction	Stirling Infrastructure works on transactions of a profile that will be of interest to institutional investors and listed companies. This means that transactions will typically fit following profile(s): <ul style="list-style-type: none"> • commercial real estate, office space, hotels in international central business districts • could be a residential development scheme (i.e. has to be a block) • high quality entertainment sector assets like cinema chains, major stadiums and music venues • developments and operational assets that are warehouse assets in strategic locations to serve distribution channels effectively • private residential developments for rental purposes only (private rental market) • portfolios and assets within all of the above criteria
Jurisdictions	Major international gateway cities; primary, secondary and tertiary cities, with a focus on developed markets in Western Europe/Nordic countries, North America, Australasia, and the Middle East. *We do not advise on or finance real estate in holiday resorts.
Stage of project development	<ul style="list-style-type: none"> • ready-to-build stage • value-add projects (repositioning or repurposing of an asset) • tenanted assets with stable inflation-linked income

ABOUT STIRLING INFRASTRUCTURE PARTNERS

Stirling Infrastructure Partners is an corporate finance and M&A advisor to listed companies, institutional investors, private companies, and project sponsors. The firm has an established reputation in advising pension and sovereign wealth funds on allocations of capital into the infrastructure asset class.

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