



The CEE Real Estate Investment Managers

What we do

GalCap Europe is the specialized real estate investment manager for Austria and Central & Eastern Europe (CEE). As a leading platform for the region, GalCap Europe dedicates its full attention to serving clients in:

- Investment & Asset Management for properties in Austria and CEE
- Real Estate Mergers & Acquisitions
- Private Equity Structures

Based in Vienna and operating across the CEE region, GalCap Europe guides its clients through the entire investment cycle in order to reach their investment goals. We perform a wide range of services in the area of real estate management. It starts from strategic allocation and structuring, to sourcing and acquisition of suitable properties, value-enhancing asset management and successful exit from the investment.

GalCap Europe is an active manager with a bottom-up approach. We are very close to the asset and constantly evaluate property-specific opportunities and risks. We have the expertise, through “asset picking”, to achieve the predetermined target returns at minimum risk levels. Based on the deep knowledge of the local real estate markets, we can identify and manage the right assets for a wide range of return profiles.

Local People with Global Expertise

Who we are

The three Managing Partners of GalCap Europe bring together more than 60 years of combined professional experience in all major areas of the financial and real estate industries, with track records of success in business and strong international networks in Europe and the USA.

GalCap Europe’s management team has worked in corporate settings and with institutional investors for many years. As former part of OIK / IVG Institutional Funds, the largest manager of German *Spezialfonds* (specialized funds), we know how to meet institutional requirements.

Dr. Manfred Wiltschnigg is a leading expert in the Austrian and CEE real estate world for more than 25 years. Based on a deep understanding of property fundamentals and investment strategies, he developed an exceptional career and served on Boards of Directors and Executive Committees for major players including Generali, IVG and Immofinanz AG. Furthermore, Manfred Wiltschnigg is chairman of ULI Austria.

Marco Kohla has a strong background in fund management and investment banking, focusing on Germany, Austria and Central & Eastern Europe. For many years he has held senior positions for Immofinanz AG, one of the biggest real estate investor in the region, and successfully closed numerous transactions with several billion € in total volume.



Paul W. Hallam has held senior management positions with US companies, including American Express and Commercial Investment Trust (CIT Group) for more than 20 years. His comprehensive expertise includes implementing business start-ups, client development and project management in fields including consumer finance and real estate development.

An Institutional Manager Dedicated to this Region

What makes us unique

Through our local presence and the strong network, GalCap Europe has access to exceptional opportunities (both on- and off-market) otherwise unfamiliar to investors. There are decisive factors that distinguish GalCap Europe from its competitors:

Independence

GalCap Europe is run by the Managing Partners and is fully independent. We operate free from conflicting corporate interests, can offer highly flexible structures and solutions, and are fully in line with our customer's goals.

Focus

Our sole area of focus is Austria and Central & Eastern Europe. No other institutional manager specializes to our extent in this region. Through our Managing Partners and the Advisory Board, we can utilize an extensive international network in Europe, the United States of America, Israel, China, Russia, and Turkey.

Experience

The Managing Partners and the international Advisory Board provide expertise and a network second to none. GalCap Europe clients enjoy an unrivaled combination of experience and deep knowledge of the markets in one specialized firm.

Let's get in touch

Contact us



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