

## Successful 2020: CHF 850 million mortgages placed and four new partners appointed

**Hyrock, the independent mortgage expert for sophisticated private and institutional clients, successfully closed the year 2020. With growth in all business areas, Hyrock confirms the strategy it has adopted. Revenues and profits doubled. In Mortgage Advisory, Hyrock achieved a volume of CHF 850 million in placed mortgages, which means that Hyrock has already placed over CHF 1.8 billion in mortgages since its launch in October 2018. Four new partners were appointed.**

Zürich, January 13 2021; All three business units (Mortgage Advisory / Mortgage Management / Mortgage Investment) contributed to the growth. In 2020, CHF 850 million of new mortgages were placed throughout Switzerland. Two thirds are traditional mortgages and about one third are non-traditional loans such as bridge loans and mezzanine. The average amount of a placed mortgage was CHF 7 million.

Within Mortgage Management, new mandates for the management of larger mortgage portfolios were concluded. This service for professional real estate investors enables qualified risk assessment and optimization of real estate returns.

In the mortgage investment area, the first own products were launched and successfully placed in the market. Alessandro Carroccia, CEO of Hyrock, explains: "In the current low interest rate environment with an investment emergency, we see great potential in this alternative asset class. We are planning some more interesting product launches for 2021."

### **Four new partners appointed**

Anh-Hung Pham, Tanguy Bonbled, and Reto Bernet at the Zurich office as well as Michèle Couraudon-Graf at the Geneva office have been appointed partners and have equity interests in the company. Anh-Hung Pham heads Risk Management as well as the Mortgage Management division. Tanguy Bonbled is responsible for the Advisory division in Zurich and for further business development in German-speaking Switzerland. Reto Bernet heads Mortgage

Investment and is responsible for real estate valuation. Michèle Couraudon-Graf is responsible for Western Switzerland and heads the Geneva office.

Alessandro Carroccia, CEO of Hyrock, continues: "I am extremely pleased that we have been able to confirm our good performance of the previous year and to grow substantially again. At the same time, the good result serves as an incentive for us to achieve our ambitious goals for this year by providing our clients with personal, independent and goal-oriented advice and support."

For questions and additional information:

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**Hyrock** is an independent mortgage boutique specializing in the financing of investment properties, project developments and luxury real estate. This segment is very difficult to standardise and requires a higher level of advisory intensity combined with many years of experience. The regulatory requirements placed on banks and the ongoing adjustments to these framework conditions make it difficult for professional real estate investors and wealthy clients in particular to find tailor-made solutions. This is where Hyrock's unique expertise comes into play. Hyrock also enables institutional and private investors to invest directly or indirectly in mortgages. At the Zurich and Geneva offices, 15 specialists work for Hyrock. Since its foundation in October 2018, Hyrock has successfully advised and placed mortgage volumes of over CHF 1.8 billion. For more information, please visit [www.hyrock.ch](http://www.hyrock.ch)