

Ex-Credit Suisse placement agents launch KAP Group

Jennifer Aleman Hutter and Elizabeth Weiner have formed a consulting firm, focused solely on the GP-side of the placement business.

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Former Credit Suisse Real Estate Private Fund Group executives Jennifer Aleman Hutter and Elizabeth Weiner have formed their own consulting company, KAP Group.

The duo, who worked for the bank for a combined 15 years and left REPPFG in early and mid 2009 respectively, have launched the firm with the intention of representing just one side of the placement business: that of GPs. KAP Group will help fund managers develop their marketing materials, including investor presentations, PPMs, term sheets and strategy documentation.

Aleman Hutter was a vice president and worked at REPPFG for four years following Harvard Business School, in addition to two years working for the placement group when it was part of Donaldson, Lufkin & Jenrette. DLJ merged with Credit Suisse in 2000. Weiner has worked for the real estate fund group for a total of eight years, including two years when the placement group was part of DLJ and before graduating from the Wharton School at the University of Pennsylvania.

Earlier this week, the global head and co-heads of REPPFG left the bank to launch New York-based investment bank Greenhill & Co's foray into the real estate placement business.

Bill Thompson, Walter Stackler, Pamela Wright and Fredrik Elwing joined Greenhill as managing directors. Greenhill said it planned to add "additional personnel in the near term", with people familiar with the matter telling *PERE* that could include other REPPFG executives who want to move with Thompson, Stackler, Wright and Elwing.