

ATLANTIC PARTNERS

Atlantic Partners, Ltd. is active in North America and Europe. It helps clients design and implement cross-border real estate strategies and is active in the movement of real estate capital in both directions across the Atlantic.



Brad Olsen established the firm in 1995. Mr. Olsen has been active in international real estate investment since 1980. He has advised investors, real estate investment managers, property companies and lenders from the US, Europe, Asia and Canada on real estate transactions and the creation and marketing of real estate investment vehicles valued in excess of \$10 billion.

Mr. Olsen is a graduate of Princeton University and Harvard Law School. He has written numerous articles on real estate investment which have appeared in prominent newspapers in Europe, Asia and the US.



Mr. Olsen is a frequent speaker at professional seminars and conferences in the US and abroad. He serves on the Advisory Council for the Global Property

Markets conference held in Toronto each December.

Atlantic Partners has been an exhibitor at Expo Real, Europe's largest real estate conference, since 2001. For the past 11 years, Mr. Olsen has organized the "American Afternoon" at Expo Real, a series of panels discussing the US and Canadian real estate markets and the interest of North American investors in European real estate.



He has been a guest lecturer at the School of Business at the University of Wisconsin-Madison since 1983. In addition, he serves as an honorary member of the Board of Advisors of the James A. Graaskamp Center for Real Estate and as a member of the Advisory Board for the Global Real Estate Markets conference co-sponsored by the Graaskamp Center, held annually in New York.

Atlantic Partners is a member of AFIRE, the Association for Foreign Investment in Real Estate, and Mr. Olsen previously served as a member of its Executive Committee.



Representative Clients

USAA Real Estate Company (www.realco.com) was formed in 1982. It has over \$15 billion in assets under management in the office, retail, multi-family and industrial sectors and more than 70 foreign and domestic partners. USAA is a significant co-investor in all the programs it offers, including open- and closed-end funds and separate accounts.



USAA Real Estate Company is a wholly-owned subsidiary of USAA, one of America's leading financial services companies. USAA provides insurance, banking and investment products. Founded in 1922, USAA is an AA+ rated company and presently has over \$200 billion in total assets and more than ten million members.

Atlantic Partners has been advising USAA Real Estate Company since 2011 in connection with its business development efforts in Europe and Canada.

Bell Partners Inc. (www.bellpartnersinc.com) is a privately held, vertically-integrated apartment investment and management company focused on high-quality multifamily communities throughout the US. The firm was established in 1976 and is one of the largest US apartment operators, with over 60,000 apartment homes.



Atlantic Partners is advising Bell Partners Inc. in connection with its business development efforts in Canada.



BNP PARIBAS REAL ESTATE (www.realestate.bnpparibas.com) is a major European

real estate investment manager with €22 billion in assets under management, 50 years of experience and more than 250 employees in Europe. Part of the BNP Paribas Group, one of the world's leading financial services companies, it combines a global market outlook with "top-down" and "bottom-up" research-driven investment advisory services across Europe, with local execution capabilities in Europe's most important markets.

Atlantic Partners is working with the firm to create strategies for Canadian investors seeking to invest in the European real estate markets.

Atlantic Partners advised private German investors on the acquisition of the fee interest in the property underlying a 550-room hotel located on Wacker Drive overlooking the Chicago River in downtown Chicago.



Representative Clients (continued)



Behringer (www.behringerinvestments.com) is an investment company offering a diverse selection of funds reflecting multiple real estate investment strategies. Atlantic Partners advised Behringer on the creation of joint ventures in the US and Europe. The European ventures included office buildings, retail, logistics and residential properties in Germany, the UK, The Netherlands and Central Europe.

In the US, Atlantic Partners initiated a joint venture between Behringer and the Dutch pension fund, PGGM, pursuant to which PGGM committed to invest \$600 million to acquire multifamily properties in the US in joint venture with a non-listed public REIT managed by an affiliate of Behringer.



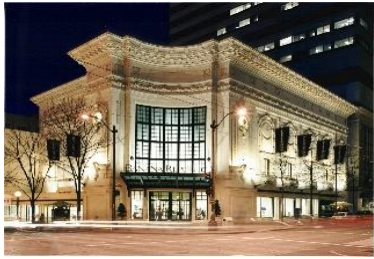
Atlantic Partners provides advisory services to **Grubb Ventures** (www.grubbventures.com), an investment and development company based in North Carolina. Atlantic Partners assisted JLL in securing equity financing for two multifamily projects being developed by Grubb Ventures in the Raleigh market.

HCI Immobilien Consult GmbH was the real estate arm of HCI Capital, a sponsor of closed-end funds based in Hamburg, Germany. Atlantic Partners initiated an off-market transaction in which HCI acquired a 90% interest in 203 North LaSalle Street, a 580,000-s.f. office building in Chicago. In addition, the firm provided advisory services with respect to the acquisition and sale of an office complex in Coral Gables, Florida.



Atlantic Partners also provided consulting services to HCI in connection with the creation of real estate funds-of-funds vehicles.

Principal Real Estate Investors (www.principal.com) is the real estate advisory subsidiary of Principal Global Investors, part of the Principal Financial Group. It is one of the largest real estate advisors in the US.



Atlantic Partners assisted Principal in its business development efforts in Germany and The Netherlands and advised Principal on the creation of an open-end fund which allows international investors to invest in a diversified US real estate portfolio. At present, the fund has real estate assets valued in excess of \$2 billion.

Principal also closed mortgage loans in the US totaling nearly \$500 million on behalf of German banks identified by Atlantic Partners.

Other past clients of Atlantic Partners include Achmea Vastgoed, AMLI Residential, Blue Sky Group and Royal London Asset Management.

For more information on these assignments or opportunities for investing in US real estate, please contact

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