

Atlantic Partners, Ltd. is active in the US, Germany, the UK and The Netherlands. It helps clients design and implement cross-border real estate strategies.

The firm was established in 1995 by Bradley A. Olsen. Mr. Olsen has been active in international real estate investment since 1980. He has advised investors from the US, Europe, Asia and Canada on investment transactions valued in excess of \$5 billion.

Over the years, Atlantic Partners has advised leading institutional investors, real estate investment managers, property companies and lenders from the US and Europe.

Representative clients:



USAA Real Estate Company

USAA is one of America's leading financial services companies. It provides insurance, banking and investment products, primarily for members of the US military.



Founded in 1922, USAA is an AA+ rated company and presently has over \$150 billion in total assets and eight million members.

USAA Real Estate Company was formed in 1982. It has \$8 billion in assets under management in the office, retail, multi-family and industrial sectors and more than 50 foreign and domestic partners. Atlantic Partners is advising USAA Real Estate Company in connection with its business development efforts in Europe.

Behringer Harvard is an investment company offering a diverse selection of funds reflecting multiple real estate investment strategies globally.

Atlantic Partners advised Behringer Harvard on the creation of joint ventures in the US and Europe. The European ventures include office buildings in The Netherlands and the UK, retail and residential properties in Germany and warehouse and retail properties in Central Europe.



Atlantic Partners initiated a joint venture between Behringer Harvard and the Dutch pension fund, PGGM, pursuant to which PGGM committed to invest \$300 million to acquire multifamily properties in the US in joint venture with a non-listed public REIT managed by an affiliate of Behringer Harvard.

HCI Immobilien Consult GmbH is 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 has provided consulting services to HCI in connection with the creation of real estate funds-of-funds vehicles and with respect to its ongoing real estate investment strategy in the US.

Principal Real Estate Investors 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, with over \$35 billion of real estate assets under management.

Atlantic Partners assisted Principal in its business development efforts in Germany and The Netherlands. Principal has closed mortgage loans in the US totaling nearly \$500 million on behalf of German banks identified by Atlantic Partners.

Atlantic Partners advised Principal on the creation of an open-end fund which allows international investors to invest in a diversified US portfolio on a tax-efficient basis. At present, the fund has real estate assets valued at \$1.6 billion.

Atlantic Partners provided consulting services to *Achmea Vastgoed* of The Netherlands in connection with its investment in the DDR Domestic Retail Fund I. The \$1.5 billion fund comprises a portfolio of more than 60 shopping centers.

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.



Mr. Olsen is a graduate of Princeton University and Harvard Law School. He has written numerous articles on real estate investment and is a frequent speaker at professional seminars and conferences in the US and abroad. Atlantic Partners is a member of the AFIRE, the Association for Foreign Investment in Real Estate.

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