



PRESS RELEASE

26th January 2012

European Property Investors Special Opportunities, L.P. (EPISO), an opportunistic real estate fund co-advised by Tristan Capital Partners and AEW Europe form a JV with Helios Europe to kick off €250 million German logistics development with pre-letting to logistics giant Dachser GmbH & Co. KG.

London, 26th January 2012

EPISO, an opportunistic real estate fund co-advised by Tristan Capital Partners and AEW Europe and Helios Europe, the European logistics specialist developer, have teamed up to invest and develop three strategically-located logistic parks in Germany with a projected end value of c€250 million.

Known as the Link Logistics Project, the three locations, Air Link Park Berlin, adjacent to the new BBI Airport, Direct Link Park Leipzig, near Leipzig Airport freight hub, and Inter Link Park Ingolstadt, close to the Audi HQ and A9 motorway in Bavaria, will provide up to 350,000m² of Grade A space for Europe's leading logistics companies.

The joint venture exchanged contracts unconditionally for the purchase of the fully serviced and consented land in Autumn 2011. The JV has also secured its first pre-leasing to European logistics specialist Dachser GmbH & Co. KG for approx. 15,000m² of high quality warehouse and offices space at Air Link Park, Berlin.

Dachser GmbH & Co. KG, was founded in the 1930's and is one of Europe's largest logistics specialists, employing over 19,000 people and with an annual turnover of some €3.8 billion. The company operates from over 310 worldwide locations and covers almost every sector of the supply chain business.

The joint venture is confident of strong leasing uptake across its three parks and plans to commence further development in 2012.

Commenting on the news, Helios Europe CEO Mike Hughes said; "We are delighted to have teamed up with Tristan Capital Partners and AEW Europe to invest in this superb opportunity. The three locations are extremely well positioned to meet the needs of our target customers, each offering high profile space with excellent access to, road, air and rail infrastructure.

Dachser's decision to choose Air Link Park Berlin reinforces our confidence in the German market and the Link Logistics locations. We expect a number of other European and International customers to sign up for new space with us in the coming months and we are pushing ahead with measured speculative phases to meet the anticipated client needs."

Peter Mather of Tristan Capital Partners said: "The transaction is a result of the strong and fruitful relationship that we have established with Mike Hughes and his team at Helios Europe. The transaction provides us with fully permitted and infrastructured land holdings in three strong logistics locations in Germany from which we can develop for specific occupier needs as well as on a speculative basis if the right market conditions exist".



Merrick Marshall of AEW Europe commented: “Helios Europe has forged a strong pan-European logistics development business and has a superb track record. We believe that the joint venture can exploit the uncertainties of the current market and provide unrivalled logistics occupier solutions.”

Helios Europe was advised by de Morgan & Co with Lewis Ellis representing EPISO (Tristan Capital Partners/AEW Europe).

ENDS

For further information please contact:

Monica O’Neill, Tristan Capital Partners, Berkeley Square House, 8th Floor, Berkeley Square, London W1J 6DB
Tel: +44 (0)20 3463 8868 | e-mail: moneill@tristancap.com

Steve Hays, Bellier Financial, Singel 266, 1016 AC Amsterdam, The Netherlands
Tel: +31 20 419 09 01 | e-mail: steve.hays@bellierfinancial.com

Ian Purvis, Porterfield PR, 12 Middleton Place, London W1W 7TQ
Tel: +44 (0)20 7647 4420 | e-mail: ian@porterfield.co.uk

Note to editors:

Tristan Capital Partners is a real estate investment management company, specialising in real estate investment strategies of all property types across the UK and Continental Europe, drawing upon the Tristan principals’ immediate past experience as founding partners of Curzon Global Partners and as Senior Management of AEW Europe. Tristan is an independent investment management boutique which is owned and managed by its principals. The firm currently manages three Pan-European real estate investment funds with total assets of €3^[1] Billion (AUM). On 16th December 2011, Tristan completed a third capital close for its Curzon Capital Partners III LP fund (“CCP3”), raising €323 million in the space of ten months since the fund’s launch. A final close will take place shortly. Tristan is authorised by the Financial Services Authority of the UK and is MiFID compliant.

[1] A portion of the AuM is co-managed by Tristan with a third party investment manager

For more information please visit www.tristancap.com

AEW Europe is one of the world’s leading real estate managers with €33.6 billion in direct and listed property under management in North America, Europe and Asia with 500 professionals in 13 offices. AEW is an autonomous subsidiary of Natixis Global Asset Management (NGAM), one of the 15 largest money managers in the world with €532.8 billion of assets under management worldwide as of 30 June 2011.

For more information please go to www.aeweurope.com

Helios Europe is one of Europe’s most experienced development and investment companies in the logistics real estate sector. Headquartered in London and Vienna, its management team has been involved in projects in Germany, Romania, Croatia, Austria, Sweden, Slovakia, the Czech Republic, the Baltic States and the UK.