



PRESS RELEASE

Copenhagen & Tokyo, December 7, 2010:

BPT Asset Management and Savills Japan Ltd. enters cooperation agreement

Danish-based real estate asset manager BPT Asset Management A/S and Savills Japan Ltd. has entered into a cooperation agreement to raise equity for the BPT funds in the Asia Pacific region.

Although the agreement encompasses the entire line of BPT funds, the cooperation will focus firstly on raising funds for the German market through BPT Hansa Lux SICAV-SIF; a Luxembourg-based closed-ended vehicle focusing on commercial real estate in Northern Germany.

“Many Asian investors have equity to place and they are looking for core to value-added products with dedicated managers who can present a solid track record. BPT can provide this through funds such as BPT Hansa,” explains Corporate Finance Director Kelly C. Hayes.

The fact that Asian investors have an appetite for European core markets – Germany in particular – has recently been highlighted in the press. Unlike the Japanese market, the German funds can offer yield levels around 6-7% in line the return targets of many Asian institutional investors looking for core exposure.

For BPT the agreement presents an opportunity to expand the capital sourcing network.

“Savills has an impressive brand and presence in the Asia Pacific region. Their relations are strong and for someone like us, they provide a very professional platform for reaching out to Asian investors,” says Head of Investor Relations and Marketing Bettina Knudsen.

Bridging the gap and adding value

Sourcing capital from Asia is currently at the top of many European and US asset managers’ wish lists. But despite the interest, European managers often experience difficulty in attracting Asian investors.

“Through our market research we have found that there is a significant demand from international investors to source equity from the Asian markets, Japan in particular. But many investors fail in their attempt because they don’t understand the culture and processes of capital raising in the region. As a leading player in the Asian real estate markets, with strong ties to the institutional investors in the region, Savills can help asset managers to bridge the gap,” says Kelly C. Hayes.

To secure stability, focus and steady income flows, international investors have also begun raising the bar on asset managers, i.e. they have a strong preference towards quality over quantity. This provides an opening to niche managers with very focused strategies.

“BPT is leading regional player within the real estate asset management industry in the Baltic Sea region, namely Germany, Nordics, Poland, the Baltic States and Russia. With a clear geographical focus and a strong on-ground presence we can offer the niche qualities and dedicated approach that many investors are looking for today”, says Bettina Knudsen.

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About BPT:

BPT is an international real estate asset manager specializing in Northern and Eastern Europe with approx. EUR 1,1 billion in assets under management. The portfolio consists of more than 500,000 square meters of prime commercial real estate. A key part of the investment philosophy is to be present where the investments are made. BPT is headquartered in Copenhagen with local offices in Berlin, Warsaw, Gdansk, Vilnius, Riga, Tallinn and Moscow. The company has approximately 100 employees. BPT is a member of INREV and SIPA. Visit us at www.bptam.com.

About Savills:

Savills is a leading global real estate service provider listed on the London Stock Exchange. The company, established in 1855, has a rich heritage with unrivalled growth and now has over 200 offices and associates throughout the Americas, Europe, Asia Pacific, Africa and the Middle East. Savills works to invest in long term client relationships and is synonymous with a high quality service offering and a premium brand. With a unique combination of sector knowledge and over twenty-five offices in the Asia Pacific region, Savills gives clients unrivalled access to real estate expertise of the highest caliber in the Asia Pacific markets.