

Team Biographies

John Pedersen – Managing Partner, Founding Member and Advisory Committee Member EPA LLP

Mr. Pedersen's experience includes real estate principal investments, asset backed corporate acquisitions, leveraged buy-outs and other highly leveraged transactions as well as general corporate finance advisory including both buy and sell side M&A.

He began his professional career with the Investment Banking Division of Goldman Sachs International, where he focussed on leveraged buy outs and other highly leveraged transactions. Following this he joined Investec Bank where he focussed on real estate/asset backed corporate acquisitions, public to private transactions and general corporate finance advisory work. Thereafter, as a managing director of a UK based real estate investment vehicle he focussed on investments into UK, asset backed corporates across a wide range of assets and investment structures.

Mr. Pedersen's transaction and investment experience includes circa USD 3.4bn of transactions and investments involving, *inter alia*, senior debt, intermediate capital and direct equity.

Mr. Pedersen holds a degree in Economics from the University of Chicago and an MBA from London Business School. Prior to attending London Business School, he was a commissioned officer in the United States Marine Corps where he attained the rank of Captain.

Vilija Vaitkeviciute – Investment Professional – Consultative/Advisory relationship

Ms. Vaitkeviciute's experience includes real estate principal investment across the capital structure and located throughout Europe, credit derivative trading and risk management.

She joined Ekistics having worked at Lehman Brothers Real Estate Partners, focussing on the underwriting and execution of various real estate transactions, including development platforms, asset portfolios and public real estate company acquisitions. Prior to this, Vilija began her professional career with the Fixed Income Division of Lehman Brothers International where she focussed on Structured Credit Derivative trading and risk management. Ms. Vaitkeviciute's transaction and investment experience includes circa USD 325m of funded equity investments, with a gross asset value of circa USD 1.6bn, across the UK and Eastern Europe.

Ms. Vaitkeviciute holds a degree in Economics from Christ's College, Cambridge University and speaks fluent Lithuanian, Russian and English.

Axel Waldecker – Investment Professional

Mr. Waldecker's experience includes real estate principal investment across the capital structure as well as general corporate finance work.

Mr. Waldecker began his professional career at the investment banking division of J.P. Morgan in London, where he worked in both the Debt Capital Markets and the Mergers & Acquisitions teams covering financial institutions throughout Europe. Following this, he joined ThreadGreen Europe Limited where he focussed on underwriting and execution of direct equity real estate transactions with a focus on sale-leasebacks and net lease investments, as well as post-acquisition asset management. To date, Mr. Waldecker's transaction, investment and asset management experiences include circa USD 345m of real estate backed investments across the capital structure, located in the UK, Germany, Switzerland and Finland.

Mr. Waldecker holds a *Diplom-Kaufmann* degree in Business Administration from the University of Cologne, Germany, and a further degree in International Management from HEC Paris, France, as part of the Community of European Management Schools (CEMS). Mr. Waldecker served his 10 months mandatory military service in the Franco-German Brigade of the German Army where he successfully completed his basic military training as a *Jäger* (light infantry ranger). Mr. Waldecker is fluent in both German and English and has a working knowledge of French.

Eva Fallstrom – Financial Controller

Ms. Fallstrom started her career in retail before moving to AXA Real Estate, where she worked across the internally invested property funds and partnerships. She then spent 8 years as Senior Fund Accountant for a GBP 2bn third party property fund managed by AXA.

Ms. Fallstrom has assisted on numerous asset transactions as well as leading projects relating to systems enhancement and software sourcing to meet changing client requirements. She was responsible for the VAT and tax management of the aforementioned fund and acted as the VAT expert for the finance and asset management teams within AXA Real Estate.

Ms. Fallstrom is a member of the Chartered Institute of Management Accounts and the Association of Taxation Technicians. Ms. Fallstrom speaks fluent English and Swedish.

Advisory Committee

Mr. Andonis T. N. Lemos – Founding Member and Advisory Committee Member EPA LLP

Mr. A. Lemos is the President of Enesel S.A. Enesel S.A. is a ship-management company based in Athens, Greece, which operates a diverse fleet of ultra-modern, high-specification tankers and containerships. Enesel S.A.'s history can be directly traced back over 160 years to 1848. Enesel S.A. has operated almost all types of dry cargo vessels, as well as container ships, multipurpose ships and Ore-Bulk-Oil ships (OBOs), and has had a significant presence in most large crude carrier segments.

Mr. A. Lemos is a qualified barrister and a member of Middle Temple. He began his professional career at Quadrant Chambers in London and was called to the Bar in 2000. Subsequent to this, he joined Enesel S.A. as a Vice President and rose to the position of Chief Executive Officer, before being appointed President in May 2011.

Mr. A. Lemos is also the Founder of Axia Investments and a Founding Partner of Avra Asia Pte. Ltd., a fully integrated physical commodity trading firm. Further, Mr. A. Lemos is a member of the Board of the Hellenic War Risks Association, the Swedish Club and the Union of Greek Shipowners.

Mr. A. Lemos holds an honours degree in Law from the University of Oxford and has successfully completed six months of voluntary national service with the Greek Navy, from which he was honourably discharged at the end of his service.

Mr. Filippos P. N. Lemos – Chairman, Founding Member and Advisory Committee Member EPA LLP

Mr. F. Lemos is the CEO of N. S. Lemos & Co. Ltd. N.S. Lemos & Co. Ltd. are the London agents of Enesel S.A. N.S. Lemos & Co. Ltd. provides chartering, sale and purchase, consultancy and insurance services to Enesel S.A. Mr. F. Lemos' experience includes hedge fund management and investment management.

Mr. F. Lemos began his professional career by holding a number of positions with a broad cross section of hedge funds and investment managers. Mr. F. Lemos is Chairman and a Founding Partner of Ekistics Property Advisors LLP. In addition, he has also established a Monaco-based asset manager and is a Founding Partner of Avra Asia Pte. Ltd., a fully integrated physical commodity trading firm.

Mr. F. Lemos' experience includes six weeks of sea time onboard an aframax tanker and eight weeks experience with Enesel S.A.'s site team at CSBC Kaohsiung shipyard.

Mr. F. Lemos holds an M.A. (Hons) degree in Philosophy, Politics and Economics from the University of Oxford.