



Transpacific Investments LLC

COMMERCIAL REAL ESTATE INVESTMENTS

investment strategy

Identify Successful investments are found through market knowledge and relationships. The best investments are the opportunities that are found before the market can discover them. Keen market knowledge allows Transpacific Investments to find superior acquisitions and determine the plan to maximize the return to investors.



Acquire There is no substitute for thorough due diligence. Careful and disciplined investigation of the property, contracts, governmental regulation, leases and capital markets validates the purchase process and uncovers opportunities for future cash flow and value. The operating and disposition plans are developed and the strategy for operation is perfected during the acquisition process.

Operate Ideas without implementation are not worth very much. The daily management of commercial real estate must be directed and held accountable to the plan designed to maximize the return for the asset. Only through successful implementation and constant vigilance of the asset plan will the investment objective be realized.

Sell It is true that an investor makes money when an asset is purchased, but the gain is never realized until it is sold. Diligence during a sale is equally critical as diligence during the purchase. Upon realization of the investment goals, the asset must be underwritten to maximize value, the appropriate purchaser must be selected and process needs to be closely monitored and directed through the closing for a successful transaction.



mission statement

Transpacific Investments will maximize investor return through opportunistic investing in commercial real estate using prudent and conservative means to acquire assets. Manage assets diligently for maximum cash flow and long term appreciation by seizing upon market opportunities and executing the value enhancement strategies identified at acquisition. Realize profit when the investment goal of maximizing investment return has been achieved.

investment plan

Transpacific Investments will capitalize on the experience of its principals to generate attractive returns for a limited group of investors. Investment objectives and risk will be matched by product type and partner. Acquisitions will focus on office, flex, industrial and retail investments in the Pacific Northwest. Every asset must stand on its own merits and perform to meet the criteria identified at purchase. When appropriate, investments will obtain debt financing under the most favorable and advantageous leverage terms available for the asset. Property management will be contracted to the best qualified contractor in the market for the type of asset being managed. When the investment objective and partnership goals have been achieved the property will be sold, refinanced or repositioned to maximize the return to the investor.



SUMMARY OF QUALIFICATIONS

Stan Kleweno

- ◆ Successfully negotiated the purchase and sale of over \$100 Million of commercial real estate assets since 2003 as the Managing Member of Transpacific Investments.
- ◆ Sold commercial real estate investments in excess of \$170 million from 1994 to present.
- ◆ Asset Managed One Million square foot portfolio of commercial properties for ASA Properties and its partnerships from 1995 to 2001.
- ◆ Negotiated over 500 commercial real estate leases in office, flex, retail, and industrial properties since 1988.
- ◆ Corporate and third party brokerage and management experience from 1988 through 1995.



SUMMARY OF QUALIFICATIONS

Paul I. deVille

- ◆ Successfully concluded the sale of commercial real estate assets for more than \$400 million from 1994 to present.
- ◆ Directed Asset and Property Management for a 2 million square foot portfolio of commercial properties.
- ◆ Established partnerships to purchase 18 commercial properties worth in excess of \$180 million.
- ◆ Responsible for \$100 million commercial real estate portfolio sale in Portland and Seattle in 2001.
- ◆ Lead negotiations for the \$250 million sale of the Honolulu Advertiser to Gannett Corporation, and the \$80 million sale of Northwest Media Group.
- ◆ Acquired directly and through ESOP \$200 million in newspaper assets.
- ◆ CEO of Pomare, Ltd. ; holding company for Hilo Hattie, the premier retailer and manufacturer of Hawaiian apparel, gifts and collectibles in Hawaii and the Mainland from 2001 through 2006.
- ◆ Member, Board of Regents, Seattle University.