

## **Quadrant Real Estate Advisors LLC**

**12735 Morris Road, Suite 100, Alpharetta, GA, 30004**

**Tel: (770) 752-6721**

**Fax: (404) 549-4687**

**[www.quadrantrea.com](http://www.quadrantrea.com)**

**[3/30/2017](#)**

### **FORM ADV PART 2A BROCHURE**

This brochure provides information about the qualifications and business practices of Quadrant Real Estate Advisors LLC. If you have any questions about the contents of this brochure, please contact us at 770-752-6721 and/or [lhoard@quadrantrea.com](mailto:lhoard@quadrantrea.com). The information in this brochure has not been approved or verified by the United States Securities and Exchange Commission or by any state securities authority.

Additional information about Quadrant Real Estate Advisors LLC is also available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). The searchable IARD/CRD number for Quadrant Real Estate Advisors LLC is 138077.

Quadrant Real Estate Advisors LLC is a registered investment adviser. Registration with the United States Securities and Exchange Commission or any state securities authority does not imply a certain level of skill or training.

### ***Summary of Material Changes***

The following material change has occurred since the last annual update on March 31, 2016.

#### **Client Referrals and Other Compensation**

QREA Europe LLP ("QREA Europe"), a limited liability partnership registered in England and Wales and authorized and regulated by the Financial Conduct Authority is 86% owned by Quadrant Real Estate Advisors LLC ("Quadrant") and Quadrant acts as a managing member of QREA Europe.

On May 18, 2016, QREA Europe entered into a Distribution Agreement with MPMF Fund Management (Ireland) Limited, a third party incorporated under the laws of Ireland as the Alternative Investment Fund Manager ("AIFM") of QREA Investments ICAV ("ICAV") to act as Distributor for the ICAV, an Irish collective asset-management vehicle authorized by the Central Bank of Ireland and incorporated under the laws of Ireland.

As provided for under the Distribution Agreement and in accordance with the Alternative Investment Fund Managers Directive and requirements of the Central Bank of Ireland, QREA Europe has delegated its distributor functions to a third party placement agent (the "Placement Agent"). The Placement Agent will target primarily qualified investors in Germany and secondarily pre-approved qualified investors in other European markets ("Sourced Investors").

In connection with its placement services, QREA Europe will pay the Placement Agent a fee based upon the aggregate capital commitments to any sub-fund of the ICAV made by Sourced Investors (evidenced by a fully executed subscription agreement tendered and accepted by such sub-fund of the ICAV).

Should a Sourced Investor invest in any other fund managed or advised by Quadrant, the Placement Agent will be entitled to a further fee calculated on a declining percentage multiplied by the aggregate capital commitments of such Sourced Investor to such other fund(s).

Quadrant does not view its relationship with QREA Europe or the Placement Agent as a conflict of interest with any of its clients.

## Table of Contents

<b><i>Advisory Business.....</i></b>	<b><i>1</i></b>
<b><i>Fees and Compensation .....</i></b>	<b><i>2</i></b>
<b><i>Performance-Based Fees and Side-By-Side Management.....</i></b>	<b><i>4</i></b>
<b><i>Types of Clients.....</i></b>	<b><i>5</i></b>
<b><i>Methods of Analysis, Investment Strategies and Risk of Loss .....</i></b>	<b><i>6</i></b>
<b><i>Disciplinary Information.....</i></b>	<b><i>7</i></b>
<b><i>Other Financial Industry Activities and Affiliations .....</i></b>	<b><i>8</i></b>
<b><i>Code of Ethics, Participation or Interest in Client Transactions and Personal Trading.....</i></b>	<b><i>9</i></b>
<b><i>Brokerage Practices .....</i></b>	<b><i>12</i></b>
<b><i>Review of Accounts .....</i></b>	<b><i>14</i></b>
<b><i>Client Referrals and Other Compensation.....</i></b>	<b><i>15</i></b>
<b><i>Custody .....</i></b>	<b><i>16</i></b>
<b><i>Investment Discretion.....</i></b>	<b><i>17</i></b>
<b><i>Voting Client Securities.....</i></b>	<b><i>18</i></b>
<b><i>Financial Information.....</i></b>	<b><i>19</i></b>

### **Advisory Business**

Quadrant Real Estate Advisors LLC ("**Quadrant**") is registered with the Securities and Exchange Commission ("SEC") as an investment advisor pursuant to the Investment Advisors Act of 1940, as amended. Quadrant commenced operations in January 2006 as a result of a management buyout plan. Quadrant is owned by QCP, LLC (99.80%) and QCORP LLC (0.2%), a wholly owned subsidiary of QCP, LLC. QCP, LLC is owned 100% by Quadrant's Management Team and three retired members.

Quadrant is focused exclusively on providing investment advisory services to third-party institutional investors.

Quadrant provides institutional investment advisory services with respect to investments in public and private real estate related instruments, which include private equity real estate, commercial mortgage-backed securities ("**CMBS**"), real estate investment trust ("**REIT**") common and preferred stock, unsecured REIT bonds, mezzanine debt, and commercial real estate mortgages, in either a separate account or commingled fund basis focused primarily in the United States, Europe and Australia.

Quadrant's services span the full investment cycle including investment plan and parameters, survey of market conditions, identifying investment opportunities, negotiating (for private transactions) and closing/settling transactions, asset management and surveillance, loan workouts, investment dispositions/sales, accounting and performance reporting.

In addition to providing the above described institutional investment advisory services in relation to separate accounts and commingled funds, Quadrant also provides consultation and debt advisory services to clients seeking and managing the financing on their real estate assets.

Each of Quadrant's client accounts are negotiated on an individual basis and fees vary based on the type of investments and strategy of the particular account. Each advisory contract includes investment guidelines and parameters as well as specific reporting requirements each of which are tailored specifically to the client's desired investment strategy, risk tolerance, and reporting and accounting guidelines.

Quadrant does not participate in wrap fee programs.

As of December 31, 2016, Quadrant has the following regulatory assets under management:

Discretionary	\$791,583,987
Non-discretionary	\$7,218,845,351
Total Regulatory Assets Under Management	<u>\$8,010,429,338</u>

## ***Fees and Compensation***

### **ADVISORY FEES:**

#### **Single Client Accounts and Privately Placed Commingled Fund Accounts Investing in Privately Placed Debt or Privately Placed Equity.**

All of Quadrant's Accounts are negotiated on an individual basis and fees vary based on the type of investments and strategy of the particular account. Single client accounts and commingled fund accounts investing in privately placed whole loans, b-notes, mezzanine debt, and/or equity real estate typically have a fee structure consisting of asset management fees and origination fees or asset management fees only.

Asset management fees are earned on either the outstanding principal balance or contributed and unreturned capital.

Origination fees for assisting clients in identifying, negotiating and closing new mortgage loans are earned at closing of new mortgage loans and are charged as a percentage of the original principal balance. In the case of a construction to permanent loan, origination fees are charged as a percentage of the construction draw amount.

#### **Single Client Accounts and Privately Placed Commingled Fund Accounts Investing in Multi-Strategy/Sector Securities**

For certain single client accounts and commingled funds that utilize a relative value, sector rotation approach across two or more of the market quadrants (i.e. public, private, debt and equity). The typical fee is an annual asset management fee, which is determined as a percentage of the aggregate market value of the account or fund. There are no origination, subscription or acquisition fees. In these strategies, Quadrant has discretion to re-balance and re-allocate portfolios based upon its view of relative value.

#### **Debt Advisory Services**

In addition to the ongoing investment advisory services performed for single client accounts and commingled fund accounts, Quadrant provides consulting investment advisory services to clients in need of financing assistance including due diligence, and other consultation on debt securities. Fees for these services are individually negotiated based on the nature and magnitude of the assignment.

All of the above fees are subject to negotiation with the client.

### **OTHER FEES:**

Other types of fees that might be applicable to a particular account and are either individually negotiated with a client or are dependent on the types and volumes of investments are as follows:

**Loan Processing Fees/Loan Modification Fees/Construction Administration Fees** – during the course of originating and managing commercial mortgage loans on behalf of clients, the client contract may specify that Quadrant may charge the borrower for certain servicing accommodations and/or modifications to the loan agreement(s). Depending on the level of work required to make such accommodations/modifications, Quadrant has approval to charge the borrower fees in the range of \$250 to \$150,000 depending on the type of request. In relation to commercial real estate construction loans,

Quadrant has client approval to charge the borrower fees in the range of 25 to 50 basis points of the total committed construction loan amount.

**Initial Set-up Fee** – Quadrant may negotiate to receive a one-time fee for the initial set-up (file scrubbing, loan status report preparation, etc.). This fee typically applies to an asset management takeover.

**Servicing/Administration Fee** – Quadrant may outsource for certain accounts various functions such as loan servicing and/or accounting and reporting services. Such functions are outsourced to an unrelated third party and depending on the arrangement; the cost of such services may be borne by the client.

**Custodial/Bank Fees** – Fees incurred on custodial or bank account(s) maintained by an unrelated third party qualified custodian on behalf of the client or fund will typically be borne by the client.

**Broker/Dealer Fees** - Quadrant is not a broker-dealer nor is it affiliated with a broker-dealer organization; therefore Quadrant does not generate revenue from commissions or markups. Quadrant utilizes third party broker-dealers to effect trades of securities on behalf of its clients and as such, brokerage and other transaction fees are incurred by the client for these transactions. Please refer to the “*Brokerage Practices*” section of this Brochure for more information.

**Additional Expenses-** The client is typically responsible for any reasonable, out-of-pocket fees costs and expenses incurred by Quadrant in their role as adviser in connection with the administration of investments, including:

- a) primary and special servicers authorized by client;
- b) third-party legal fees;
- c) fees and expenses of other third-party professionals and service providers retained to perform services for which Quadrant is not compensated (e.g. appraisers, environmental and engineering consultants, brokers, auditors, tax consultants, etc.);
- d) out-of-pocket costs and expenses incurred in connection with the loan servicing, administration and enforcement of lender rights with respect to an investment that are not reimbursed by the borrower as required by the loan documents; and
- e) any other third-party fees or expenses which Quadrant reasonably incurs on client’s behalf as allowed under the management agreement.

Each of Quadrant’s client accounts is negotiated on an individual basis and the fee payment method varies between accounts. Quadrant is amendable to both the deduct fee or direct bill fee payment methods and both formats are currently in use. Clients are billed or fees are deducted in arrears on either a monthly or quarterly basis. In the instance that a client contract were to dictate a fee or any portion of a fee be paid in advance, and the contract is terminated before the end of the billing period, such fees would be reimbursed to the client on a pro-rata basis for the remainder of the service period.

***Performance-Based Fees and Side-By-Side Management***

Quadrant does not currently manage any accounts with performance based fees.

### ***Types of Clients***

Quadrant provides investment services to, accredited investors as defined in Rule 501(a) of U.S. Securities Act of 1933 and qualified purchasers as defined in section 2(a)(51)(A) of the Investment Company Act of 1940 through both single client accounts and commingled funds. Clients include Pooled Investment Vehicles, Insurance Companies, Public Pension Plans and Sovereign Wealth Funds.

Depending on the investment strategy, commingled funds may have a minimum allocation requirement ranging from \$5 million to \$25 million (allocations of less than \$5 million may be accepted at Quadrant's discretion).



### ***Methods of Analysis, Investment Strategies and Risk of Loss***

Quadrant provides institutional investment advisory services with respect to investments in public and private real estate related instruments, which include private equity real estate, commercial mortgage-backed securities (“**CMBS**”), real estate investment trust (“**REIT**”) common and preferred stock, unsecured REIT bonds, mezzanine debt, and commercial real estate mortgages, in either a separate account or commingled fund basis focused primarily in the United States, Europe and Australia. Depending on the clients’ investment strategy and risk tolerance level, Quadrant may invest in one or more of these types of real estate related instruments on behalf of any one of its clients.

In order to evaluate an investment for purchase or origination (in the case of commercial real estate mortgages) and ongoing asset management of such investment, Quadrant evaluates the national economic outlook relative to the various real estate debt and equity products offered to clients. Economic growth trends, employment trends, real estate supply/demand, movements in interest rates and other factors are evaluated to determine which real estate investment strategies are appropriate relative to the client's objectives. Macroeconomic trends are augmented with research material and information received from various unaffiliated real estate brokers as well as from unaffiliated leasing agents, property owners and developers. (See “*Brokerage Practices*” section of this Brochure for more details regarding receipt of research products from broker-dealers.)

Market and sub-market data is analyzed including, among other things, rent and tenant allowance trends, sale comparables, capitalization rates, new construction activity, vacancy and absorption trends, and tenant and industry concentrations.

Individual real estate equity and debt investment opportunities are evaluated taking into account the above information as well as an assessment of the property's overall competitive stature in the market and sub-market, projected leases, projected cost of operation, third-party reports including environmental and structural analysis, pre- and post-acquisition appraisals, sponsorship, and site inspections by Quadrant personnel.

The real estate capital markets are also analyzed and monitored to determine financing strategies as well as to continually assess the viability of various investment exit strategies.

If the client investment guidelines allow, portfolio leverage and related interest rate hedging (i.e. interest rate swaps) may be used to manage cash flow volatility tied to changes in interest rates.

A multi-sector investment strategy allows Quadrant to target investments and products that offer the best risk-adjusted returns throughout market cycles, the ability to re-balance the portfolio when opportunities emerge to improve yield or credit quality, and to use conservative leverage when accretive.

Investing in securities and originating loans involve varying degrees of risk that clients should be prepared to bear in the event of loss.

Risks include varying degrees of credit risk, interest rate risk, prepayment risk, market conditions, and other factors beyond the control of Quadrant.

The underlying real estate property of real estate related investments is directly impacted by the global economy in general and the credit markets in particular. These conditions can result in certain tenants experiencing financial difficulties and may adversely affect the operating results of real estate property collateralizing real estate related investments. As a result, this may affect the ability of some borrowers to remain current on principal and interest and/or their ability to refinance properties at maturity.

***Disciplinary Information***

Neither Quadrant nor any Quadrant management persons have been involved in any legal or disciplinary action that would affect one of Quadrant's client's or prospective client's evaluation of its advisory business or the integrity of its management.

### ***Other Financial Industry Activities and Affiliations***

Neither Quadrant nor any of its management persons are registered, nor have an application pending to register as a broker dealer, a registered representative of a broker-dealer, a futures commission merchant, commodity pool operator, a commodity trading advisor, or an associated person of the foregoing entities.

Quadrant owns 86% and acts as the managing member of QREA Europe LLP (“QREA Europe”), whose purpose is acting as an investment advisor to Quadrant, identifying and evaluating possible investment opportunities in the United Kingdom and Ireland, and making recommendations to Quadrant including negotiating and arranging for the acquisition and disposal of investments.

Additionally, QREA Europe acts as a Distributor for QREA Investment ICAV (“ICAV”), an Irish collective asset-management vehicle authorized by the Central Bank of Ireland and incorporated under the laws of Ireland. The ICAV appointed MPMF Fund Management (Ireland) Limited (“AIFM”), a third party incorporated under the laws of Ireland as the Alternative Investment Fund Manager. The AIFM appointed QREA Europe as Distributor of the ICAV. The ICAV and its related sub-funds have been approved for marketing in Ireland, United Kingdom, Germany, Denmark, Finland, Norway, and Sweden. The ICAV and related sub-funds do not currently have any investors.

QREA Europe, a limited liability partnership registered in England and Wales, is authorized and regulated by the Financial Conduct Authority (“FCA”) under FCA registration number 610613.

Quadrant does not view its relationship with QREA Europe as a conflict of interest with any of its clients.

Quadrant acts as the managing member for the commingled fund - Quadrant Fund II, LLC (“**Quadrant Fund**”). While the original Quadrant Fund strategy was to invest in all four quadrants of real estate – public, private, debt and equity, Quadrant Fund is in liquidation mode and currently holds only one private commercial mortgage loan. Quadrant’s other clients also invest in one or more of the four quadrants. See “*Code of Ethics, Participation or Interest in Client Transactions and Personal Trading*” section of this Brochure for details regarding policies and procedures for managing conflicts of interest created as result of this practice.

Quadrant does not recommend or select other investment advisors to/for clients.

## ***Code of Ethics, Participation or Interest in Client Transactions and Personal Trading***

### **Code of Ethics**

Quadrant's Code of Ethics is based on the principle that Quadrant's employees owe a fiduciary duty to its clients and must avoid activities, interests and relationships that might interfere or appear to interfere with making investment decisions in the best interests of any client. Among other things, the Code requires compliance with Quadrant's personal securities transactions procedures including pre-clearance of certain securities transactions, compliance with federal securities laws, and the reporting of personal securities transactions by all employees of the firm. In addition, all employees must comply with the conflict of interest policies which include ethical restraints relating to clients such as restrictions on accepting gifts from clients and restrictions on political contributions. On at least an annual basis, all employees are required to provide written acknowledgement of their receipt and understanding of the code of ethics and any amendments thereof. Any violations of Quadrant's Code of Ethics are required to be reported promptly to Quadrant's Chief Compliance Officer.

A copy of the firm's Code of Ethics, Personal Securities Transaction Procedures, and Conflict of Interest Policies are available to any client or prospective client upon request.

### **Interest in Client Transactions**

Quadrant acts as the managing member of Quadrant Fund. While the original Quadrant Fund strategy was to invest in all four quadrants of real estate – public, private, debt and equity, Quadrant Fund is in liquidation and currently holds only one private commercial mortgage loan. Quadrant's other clients also invest in one or more of the four quadrants.

To ensure conflicts surrounding purchase/origination of securities are appropriately addressed, Quadrant utilizes a fair and equitable allocation policy (see Allocation Policy below). Each and every investment is monitored for compliance with Quadrant's allocation policy by both Quadrant's Investment Committee and its Compliance Department.

While Quadrant very rarely engages in cross trades between its clients, to ensure conflicts surrounding sales of securities are appropriately addressed, any potential cross trade is analyzed and only made if it is deemed to be in the best interest of both the buying client and the selling client, and Quadrant follows the cross trade policy outlined below.

### **Allocation Policy**

Each investment opportunity will be directed to clients based on the investment's characteristics and the following considerations:

- a. Suitability of the investment relative to the client's investment objectives;
- b. Discretionary/non-discretionary requirements of the borrower/seller/issuer;
- c. Ability of the client to meet the transaction's timing; and
- d. Assessment of whether the investment complements the client's existing portfolio.

In the event an investment opportunity is equally suited for more than one client the investment will be allocated based upon the following:

- a. Cash or capital commitment availability and diversification requirements of each portfolio.
- b. If more than one portfolio has cash available, the investment will be allocated on a pro-rata basis based upon the amount of cash each portfolio has available, provided that the Fund may only co-invest with other Quadrant client accounts if the investment is made in the same transaction, at the same time, and on the same terms, subject to any tax, regulatory or legal consideration that may limit the account or type of investment by the Fund.
- c. If a portfolio is not able or permitted to share investments or a conflict would arise from sharing such investment, the investment will be allocated on a rotational basis.

Investment opportunities that are sourced directly by Quadrant clients, and which satisfy that client's investment parameters, will be pre-allocated to the client and will not be subject to the Allocation Policy nor prejudice that client with respect to investment opportunities that would otherwise have been allocated to the client.

### **Cross Trades**

Quadrant may arrange for one client account to purchase a security from another client account in an arms-length transaction via an independent third party broker.

Quadrant directs cross trades when the transaction:

- a. Is in the clients' best interests,
- b. Does not disfavor any client, and
- c. Receives best execution.

Quadrant is not a broker-dealer and receives no compensation from cross trades.

Quadrant's cross trade procedures include sending each client, at or before trade completion, confirmation noting:

- a. The nature of the trade,
- b. Relevant terms of the trade,
- c. The date or target of the trade, and
- d. The suitability of the trade to the clients' accounts.

All cross trades are also subject to Quadrant's allocation policy (see Allocation Policy above).

### **Personal Trading**

Quadrant's employees may from time to time purchase and sell securities for their own personal accounts which may also be recommended to clients. The firm has instituted practices and policies intended to avoid and/or address possible conflicts of interest which may arise in those transactions. Quadrant's personal trading policy requires all Quadrant employees owning covered securities or reportable funds to provide copies of brokerage or other statements displaying such account holdings to the Compliance Department initially, no later than 10 days after hire and to either (a) request an exemption from quarterly reporting (if the account does not hold reportable securities) or (b) to provide a letter requesting that the broker, dealer, or bank send statements no less frequently than quarterly directly to Quadrant's Compliance Department. Any new accounts opened or existing accounts closed are to be reported to the Compliance Department.

Finally, on an annual basis, each employee is required to provide to the Compliance Department a confirmation of all annual holdings.

Quadrant's compliance department maintains a "Pre-clearance Trading Required" list on the internal shared drive. This list is updated with securities in the event there might be the potential for a real or perceived conflict of interest due to information Quadrant receives or holds as a result of its advisory role. The "Pre-clearance Trading Required" list is re-distributed to all employees via email each time an update is made and no less frequently than quarterly. Quadrant employees must seek pre-clearance trading approval by the Compliance Department prior to the purchase or sale of any securities in which that employee has beneficial ownership and Quadrant actively engages in trading, advisory services, or performs due diligence research with the receipt of non-public information. Additionally, all Quadrant Employees must obtain pre-clearance trading approval from the Compliance Department before directly or indirectly acquiring beneficial ownership in any security in an Initial Public Offering or in a Limited Offering.

To the extent any personal trading transactions result in actual or apparent conflicts of interest, appropriate disclosure will be made, and consent obtained, as required by applicable law.

## ***Brokerage Practices***

Quadrant evaluates and selects or recommends broker-dealers for client transactions based on factors including, but not limited to a broker-dealers execution capabilities, commissions to be paid, responsiveness, knowledge of the market, supply factors, trade settlement services, adequacy of capital and ability to handle large trades with limited liquidity. Each broker is evaluated based on our clients' interest in receiving the most favorable execution, and not Quadrant's interest in receiving research, other products or services, or client referrals.

Quadrant maintains a firm-wide approved broker-dealer list that is reviewed at least annually to determine (i) whether all of the broker-dealers listed continue to demonstrate the ability and commitment to provide Quadrant with best execution and (ii) whether Quadrant should enter into a new or alternative broker-dealer arrangement.

Quadrant's portfolio managers and traders evaluate each trade for the best available price at which a transaction can be executed, as well as speed, quality, and security characteristics including yield, commission rates, certainty of execution and quoted net price. When evaluating public security investments, the portfolio manager or trader values the market quotations by obtaining observable market data from third party sources (i.e. Bloomberg, IDC, etc.), to ensure the purchase/sale price is in-line with the market trading for the period starting when the order was placed to the time the order was filled.

Quadrant does not have formal soft dollar arrangements or use client commissions (or markups or markdowns) to acquire brokerage and research services. However, in connection with the execution of transaction orders through major broker-dealers, Quadrant does receive unsolicited research products from executing broker-dealers, whether or not Quadrant decides to execute any specific or minimum amount of trades with that broker-dealer.

Quadrant is generally granted unlimited discretion to select brokers and dealers to execute portfolio trades for client accounts. Subject to compliance with a written management contract which sets forth investment objectives and guidelines in connection with managing the client's account, Quadrant will have discretion to determine the investments to be made, the amounts of investments to be made, and the price and timing of purchases and sales.

Quadrant does not and has not recommended broker-dealers in order to receive client referrals from a broker-dealer or third party.

In the case that a client directs Quadrant to effect transactions through specific brokers-dealers, under terms negotiated by the client with that specific broker-dealer, such direction may result in higher commissions, greater spreads, or less favorable net prices than might be the case if Quadrant could negotiate commission rates or spreads freely, or select broker-dealers based on best execution. These and other consequences flow from a client's decision to direct Quadrant to use a specific broker-dealer. For example, to the extent possible and practical, Quadrant will aggregate purchase and sale orders in the same security when placing an order for the same security for multiple clients. Typically, directed orders will not be included in that aggregated (or "bunched") order to the possible disadvantage of clients who direct Quadrant to use specific broker-dealers.

Moreover, placing multiple orders in the market at the same time is not always possible and the sequence in which multiple orders are executed may impact the price obtained in the transaction. In the interest of being fair to all clients, Quadrant will rotate the placing of multiple orders into the market so that each client, including those whose orders are

included in the bunched order and those who have directed brokerage instructions, has its order placed into the market as frequently as all other clients.

In addition, in the event that Quadrant is indicating interest for a security that is underwritten by a dealer, unless the directed brokerage client's directed broker-dealer is a member of the underwriting syndicate, that client may not be able to receive an allocation of the underwritten securities.

For these reasons, clients need to ensure that they understand all of the consequences of directing Quadrant to use a specific broker-dealer before so directing and Quadrant, in turn, will agree to a directed arrangement only if it believes it can seek to obtain best execution for the client notwithstanding.



### ***Review of Accounts***

The Portfolio Manager has ultimate responsibility for implementing client mandates in compliance with the mandate guidelines and objectives. In addition, Quadrant's Management Committee, Investment Committee, Chief Compliance Officer/Chief Financial Officer, and Client Reporting Department provide significant oversight. Monitoring occurs on a transactional basis, and no less than quarterly on an ongoing basis.

The purchase or origination of each investment is analyzed by Quadrant's Investment Committee and must be approved by a certain number and level of officers based on the investment/transaction size, risk, and complexity. Additionally, each investment is approved by the Portfolio Manager and the Compliance Department to ensure suitability, fair and equitable allocation, and fit with the client objectives and investment guidelines.

Ongoing monitoring of the investments occurs no less than quarterly in conjunction with investment surveillance and/or watch list meetings which include the Portfolio Manager and members of the Investment Committee. In addition, portfolio diversification and performance are reviewed quarterly by the Client Reporting Department (overseen by the Chief Financial Officer), Portfolio Manager and members of Management Committee during the quarterly reporting process.

Reporting is customized based on the needs of each client. Quadrant's clients may receive monthly and/or quarterly unaudited financial reports, statements from the custodian where applicable; and annually the client may receive audited financial statements as required by client contracts. In addition to the financial statements, clients and fund investors may also receive a management's discussion letter regarding the results of operation, market environment conditions, transaction history, performance, and other matters on a monthly or quarterly basis.

## ***Client Referrals and Other Compensation***

### **Placement Advisor**

Quadrant has engaged a third party placement and structuring advisor (“Placement Agent”) to act as placement advisor in connection with the placement of interests in Quadrant’s U.S. real estate enhanced debt strategy and/or one or more parallel investment vehicles (collectively the “Funds”, individually each as “Fund”). The Placement Agent will target primarily qualified investors in Germany and secondarily pre-approved qualified investors in other European markets (together “Sourced Investors”).

In connection with its placement services, Quadrant will pay the Placement Agent a fee based upon the aggregate capital commitments to a Fund made by Sourced Investors (evidenced by a fully executed subscription agreement tendered and accepted by the Fund).

Additionally, QREA Europe who acts as Distributor for QREA Investments ICAV (“ICAV”), an Irish collective asset-management vehicle authorized by the Central Bank of Ireland and incorporated under the laws of Ireland, has delegated its distributor functions to the same Placement Agent in accordance with the Alternative Investment Fund Managers Directive and requirements of the Central Bank of Ireland. The Placement Agent will target Sourced Investors.

Should a Sourced Investor invest in any other fund managed or advised by Quadrant, the Placement Agent will be entitled to a further fee calculated on a declining percentage multiplied by the aggregate capital commitments of such Sourced Investor to such other fund(s).

### **Other**

From time to time, Quadrant may be invited by outside entities to present specific topics at industry conferences in which senior members of Institutional Investors are present. When it participates, Quadrant pays for its own travel and lodging expenses and will, if asked, pay a proportionate amount of the total conference expenses and costs. While not a formal arrangement or understanding, participation at these conferences could be construed as an endorsement of Quadrant's advisory services by the sponsor of the conference.

Quadrant does not receive any economic benefits including sales awards or other prizes from a third party as a result of Quadrant providing advisory services to its clients.

### ***Custody***

In certain circumstances, Quadrant is deemed to have custody of client funds and/or securities under Rule 206(4)-2 of the Investment Advisers Act of 1940 (“the Custody Rule”). In the event that Quadrant is deemed to have custody of client funds and/or securities as defined under the Custody Rule, Quadrant has procedures in place to ensure that such client receives account statements directly from the qualified custodian (i.e. broker-dealer, bank, etc.) on a quarterly basis at a minimum.

Clients should carefully review the statements received from the qualified custodian and compare such statements with the statements received from Quadrant. Any un-reconciled discrepancies between the statements received from Quadrant and the statements received from other qualified custodians handling clients’ cash and/or securities are advised to be brought to Quadrant’s attention immediately. Disclosures urging clients to engage in this comparison are included in the reports sent to Quadrant clients when applicable.

### ***Investment Discretion***

Quadrant manages securities accounts on behalf of clients on a discretionary basis. Upon engaging Quadrant to manage an account, an investment management agreement is executed which includes comprehensive detail of the account investment objectives, investment guidelines, and the powers of authority delegated to Quadrant by the client.

Quadrant, in its capacity as investment manager for a discretionary account, makes investment management decisions on behalf of the discretionary account (separate account client or commingled fund) without client approval providing such decisions fit within the client/ fund investment parameters.

If Quadrant were to recommend an investment outside of the pre-established guidelines included within the investment management agreement, specific written approval is sought from the applicable client(s).

### ***Voting Client Securities***

Quadrant's clients have delegated to Quadrant the authority to vote proxies for shares they own. Quadrant has a duty of care and loyalty with respect to all services undertaken for clients, including proxy voting.

Quadrant votes proxies in a manner consistent with the clients' best interests and does not place its interests above those of its clients when doing so.

Quadrant has established a Proxy Voting Committee to oversee and administer the voting of proxies on behalf of its clients. The Proxy Voting Committee's responsibilities include reviewing and updating the Proxy Voting Policies as may be appropriate from time to time, identifying and resolving any material conflicts of interest on the part of Quadrant or its personnel that may affect particular proxy votes, evaluating and monitoring, on an ongoing basis, the analyses, recommendations and other services provided by an independent third party proxy service if retained to assist Quadrant in carrying out its proxy voting responsibilities, and where applicable, when deemed appropriate by the Proxy Voting Committee, consulting with portfolio managers and investment professionals on particular proposals or categories of proposals presented for vote, and determining when, how, and if client proxies should be voted in a manner other than in accordance with the general rules and criteria set forth in Quadrant's Proxy Voting Guidelines or with the recommendations of the independent proxy voting service retained by Quadrant in circumstances when a material conflict of interest exists.

In reviewing the proxy statements, Quadrant first identifies any potential conflict of interest with the company. A conflict of interest may be presented in certain situations, for example, where Quadrant maintains a significant business relationship with the company, or where Quadrant and/or its personnel have significant personal or family ties to the company. In instances where a member of the Proxy Voting Committee has a conflict, such member of the Proxy Voting Committee will not be permitted to participate in the vote for such proxy in which the conflict exists. In instances where Quadrant has a conflict of interest associated with the proxy, the Proxy Voting Committee will employ the services of an independent proxy voting service as deemed appropriate and will vote in accordance with such independent proxy service recommendation. If no conflict of interest is identified, Quadrant will vote the proxy in accordance with its Proxy Voting Guidelines outlined in its Proxy Voting Policy. Proxies are generally voted in accordance with the public company's management recommendation, however, if through research, Quadrant determines that management is not acting in the best interests of the shareholders, Quadrant will vote against management recommendation and the stock is reviewed for possible sale.

A copy of the firm's Proxy Voting Policy and information about how a client's securities were voted is available to any client upon request.

***Financial Information***

Quadrant does not require or solicit prepayment from its clients.

Quadrant is not aware of any financial condition likely to impair its ability to meet contractual commitments to clients.

Quadrant is not and has not been subject to a bankruptcy petition at any time.