

Advantus in the News

Insights and Excerpts from Media Reports

REITS are “smart plays,” but selection is key

Investment News, May 19, 2008

“Even though tenants are taking their time making decisions, they’re still making those decisions to lease in the higher-quality real estate, which REITs tend to own.”

Joe Betlej, CFA, Vice President and Portfolio Manager-Real Estate Securities

The new real estate boom. Really.

CNNMoney.com, May 16, 2008

“Simply put, commercial REITs got oversold. Anytime Wall Street sees blood in the water, they’ll figure out how to make money. You may see layoffs, but you’ll see the investment banks regroup. There are too many smart guys and too much money to be made for New York to shut down.”

Joe Betlej, CFA, Vice President and Portfolio Manager-Real Estate Securities

Bids due on Star Tribune land

St. Paul Pioneer Press, May 12, 2008

“You can survive depending on how viable and stable that cash flow is. But if it continues to melt at double-digit rates, it gets difficult really soon. There are only so many expenses you can cut.”

John Leiviska, CFA, Vice President and Manager of Corporate Research

Commercial real estate will likely avoid housing collapse (reprint of Advantus white paper)

Finance and Commerce, April 30, 2008

Also, SeekingAlpha.com Quote of the Day

“Commercial loans just aren’t going to get done without due diligence. There are always going to be more third-party eyes on any loan. It’s very difficult to commit fraud in that situation. It’s also very difficult to find a lender who would make a [commercial-scale] loan to people who had no money.”

Sean O’Connell, CFA, Vice President and Director of Real Estate and Structured Finance Research, and James Ziegler, AIA, Vice President, Real Estate and Structured Finance

U.S. mall reports may shed light on consumer health

Reuters, April 28, 2008

“Unless we go really go into a deep recession, the regional mall companies will fare better in this environment because the retailers are in much better shape than they have been in some of the recent economic downturns.”

Joe Betlej, CFA, Vice President and Portfolio Manager-Real Estate Securities

Triple-A failure

New York Times, April 27, 2008

“James Kragenbring, a money manager with Advantus Capital Management, complained to the agencies as early as 2005 that their ratings were too generous.”

This quote was written by the reporter, not attributed to an interviewee

Continued

Low reset rate could be lifesaver for ARM holders

St. Paul Pioneer Press, April 12, 2008

“Borrowers are increasingly showing a propensity to default as their equity position erodes. They’re just sending in the keys. It’s a very real phenomenon.”

Jim Kragenbring, CFA, Vice President-Structured Finance

Bear Stearns funding “forestalls the inevitable,” Houghton says

Bloomberg, March 14, 2008

“It’s pretty bad. This is the worst case scenario that’s playing out right now: One of the brokers is running into severe problems. They can’t get someone to come and take these guys out, to buy them. Twenty-eight days just forestalls the inevitable. These guys don’t have much of a business. They can’t fund it as the market currently stands. And it just raises all the fears now about counterparty risk and it’s just a snowball effect.”

Thomas Houghton, CFA, Vice President and Portfolio Manger-Total Return Fixed Income

Pimco shows Alwaleed isn’t only one in love with Citi

Bloomberg, February 11, 2008

“We still think that there’s more negative news to come either on the economy or just more losses to be recognized.”

Thomas Houghton, CFA, Vice President and Portfolio Manger-Total Return Fixed Income

The worst may still be ahead for down-and-out REITs

USA Today, January, 22, 2008

REIT stocks are also trading below the value of their assets, says Joseph Betlej, portfolio manager at Advantus Capital Management. REITs’ fat dividend yields and discount prices make high-single-digit annual returns very feasible over the next few years, he says.

This quote was written by the reporter, not attributed to an interviewee