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Griffin Capital Securities Launches Organizational Enhancements to Support Rising Demand for Alt Line-up

Leading Wholesale Broker-Dealer Promotes Mark Pillor to Senior Vice President, External Wholesaler; Expands Roles for Multiple Team Members



El Segundo, Calif. (June 5, 2018) – Griffin Capital Company, LLC (“Griffin Capital”) and its wholesale broker-dealer subsidiary, Griffin Capital Securities, LLC, today announced a series of organizational enhancements designed to support surging demand among financial advisors and their retail investor clients for Griffin Capital’s industry-leading alternative investment solutions.

Central to these organizational enhancements is the appointment of Mark Pillor to the role of Senior Vice President, External Wholesaler at Griffin Capital Securities. In this position, Mr. Pillor will spearhead



the delivery of support for independent broker-dealers in the Midwest region by partnering with financial advisors and aligning the best possible alternative investment strategies with their end clients. Previously, Mr. Pillor served as Associate Vice President, Internal Wholesaler at Griffin Capital Securities. His promotion demonstrates Griffin Capital's commitment to promoting from within, and illustrates the success of the firm's in-depth training approach, which helps its leaders develop the skills and sales professionalism needed to build and maintain strong long-term relationships with financial advisors.

Cory Calvert, National Sales Director of Griffin Capital Securities, said, "We're excited by the continued increase in demand among individual investors and the financial advisors who serve them for alternative investment solutions that offer mass affluent and high net worth investors access to assets, strategies and outcomes that are usually available only to elite institutional investors. Our promotion of Mark Pillor to our leadership team, together with the other organizational enhancements we have made, shows how our culture of developing key talent from within and fostering a strong bench strength continue to reinforce our ability to deliver a best-in-class support experience for financial advisors seeking to align alternatives with their clients."

In addition, Griffin Capital has hired 15 new employees since January 2018 while four other seasoned professionals within Griffin Capital Securities were recently recognized for expanded senior roles, as follows:

- Brady Gallagher, a mentor and industry veteran, was promoted from Senior Vice President, External Wholesaler to the leadership position of Divisional Sales Director.
- Rachel Lage was promoted from Associate Vice President, Internal Wholesaler to Vice President, Associate External Wholesaler with coverage of Alabama, Arkansas, Louisiana, Mississippi and Eastern Texas.
- Jade Clark received a promotion to Vice President, Associate External Wholesaler from Associate Vice President, Internal Wholesaler.
- Gizelle Lara was named Associate Vice President, Internal Wholesaler from an entry level development role.

Jed Brody, Senior Vice President and Head of Internal Sales at Griffin Capital Securities, said, "Looking ahead, we believe the success we have experienced across all of our investment solutions position the entire Griffin organization for significant continued growth. We congratulate all of the professionals to whom we have entrusted expanded roles and responsibilities, consistent with our commitment to enrich the lives and careers of our employees by developing and promoting from within our team. As always, we recognize our employees who consistently go above and beyond in partnering effectively with independent broker-dealers and RIA firms, and their financial advisors."

About Griffin Capital Company, LLC

Griffin Capital Company, LLC ("Griffin Capital") is a leading alternative investment asset manager with \$10.45* billion in assets under management. Founded in 1995, the privately held firm is led by a



seasoned team of senior executives with more than two decades of investment and real estate experience and who collectively have executed more than 650 transactions valued at over \$22 billion.

The firm manages, sponsors or co-sponsors a suite of carefully curated, institutional quality investment solutions distributed by Griffin Capital Securities, LLC to retail investors through a community of partners, including independent and insurance broker-dealers, wirehouses, registered investment advisory firms and the financial advisors who work with these enterprises.

*Includes the property information related to interests held in certain joint ventures. As of March 31, 2018.

Additional information is available at www.griffincapital.com.

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