



# Alex Tanenbaum

PARTNER

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With a deal-driven, practical approach and drawing on broad experience in the sector, Alex advises institutional investors on complex real estate and finance transactions in the U.S. and internationally.

CONTACT

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## Overview

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Alex has a wide-ranging commercial real estate practice, regularly acting for private equity firms and their portfolio companies, pension and sovereign wealth funds and international banks. Clients rely on his practical, business-friendly approach and experience with acquisitions/dispositions, financing, leasing (including ground leasing and sale/leaseback transactions), joint ventures and development transactions for properties and portfolios across a variety of sectors.

He also advises on inbound investments into the U.S. and has deep experience assisting clients with their entry and expansion into the market from a legal and commercial perspective.

## Featured Work

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### **US\$2.7 billion investment in the largest privately owned self-storage company in the world**

Torys acted as counsel to a global institutional investor in a US\$2.7 billion investment with Cascade Investment, L.L.C. and other investors in StorageMart, the largest privately owned self-storage company in the world

a global infrastructure investment firm in the lease negotiation for its United States headquarters at Rockefeller Center, an iconic commercial building in the heart of New York City's midtown neighborhood

Superior Plus in its acquisition of substantially all propane distribution assets of Phelps Sungas, Inc. and BMK of Geneva, Inc., independent propane distributors in upstate New York serving residential and commercial customers

a Canadian institutional investment fund manager in a senior mezzanine loan to finance the redesign of an enclosed split level shopping center in New Jersey, United States

New Flyer in its US\$455 million acquisition of Motor Coach Industries International, Inc. from KPS Capital Partners, L.P., and related US\$825 million financing to fund the acquisition and refinance New Flyer's existing US\$257 million credit facilities

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## Insights

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### **Restrictions on foreign ownership of U.S. real property: A potential headache for Canadian investors**

A movement gaining ground in the U.S. across regulatory powers to restrict foreign ownership of U.S. land has significant implications for Canadian investors.

[Sale-leaseback transactions: an opportunity to unlock value for private equity investors](#)

[SNDA agreements in data centre finance: a hybrid approach](#)

[Use the force \(majeure\)? Considering the application of force majeure clauses to tariffs](#)

[What to expect when you're expecting \(to remove your GP\): a real estate investor's checklist](#)

[Real estate joint ventures for investors: liquidity provisions](#)

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## News

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### **Torys announces new partners and counsel**

Torys is excited to announce the promotion of seven of our lawyers to partner and four of our lawyers to counsel.

[Torys announces new partners and counsel](#)

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# Professional Involvement

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Alex's pro bono experience includes representing entrepreneurs in economically distressed areas in all matters related to real estate and leasing. Additionally, Alex was the recipient of the Debevoise & Plimpton Pro Bono Award.

Alex routinely speaks and presents on trending topics in the industry, including those particularly relevant to foreign investors in the U.S. market.

# Education and Bar Admissions

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## Education

JD, 2012

Georgetown University

BA (*cum laude*), 2009

Colgate University

## Bar Admissions

New York, 2013