

Association of Foreign Investors in Real Estate 2010 Annual Membership Meeting Sponsors



AREA Property Partners is a leading international real estate fund manager that has been investing in the United States since 1993 and globally since 1995. Headquartered in New York City, with offices in Atlanta, London, Los Angeles, Luxembourg, Paris and Mumbai, AREA has a team of more than 60 investment professionals focused on generating returns for its investors. AREA pursues a range of real estate investments that offer the opportunity for highly attractive risk-adjusted returns, whether through its opportunity funds, value-added funds or its lending business. AREA has managed over \$11 billion of real estate investments on behalf of leading global government and corporate pension funds, sovereign wealth funds, insurance companies, foundations, endowments and high net worth families.



CB Richard Ellis Investors is a global real estate investment management firm with approximately \$33.7 billion in assets under management as of June 30, 2010, that sponsors investment programs in the United States, Europe and Asia across the risk/return spectrum for investors worldwide. The investment management teams include professionals focused on sourcing, evaluating, underwriting and closing real estate investments using established relationships with sellers, developers, and local brokers to identify investment opportunities. Founded in 1972, CBRE Investors is an independently operated affiliate of CB Richard Ellis Group, Inc. (NYSE:CBG), and harnesses the research, investment sourcing and other resources of the world's premier, full-service commercial real estate services company for the benefit of its investors and partners. CB Richard Ellis has approximately 29,000 employees (excluding affiliates) in more than 300 offices (excluding affiliates) worldwide.



HFF operates out of 17 offices nationwide and is a leading provider of commercial real estate and capital markets services to the US commercial real estate industry. HFF offers clients a fully integrated national capital markets platform, including debt placement, investment sales, advisory services, structured finance, private equity, loan sales and commercial loan servicing. HFF and its predecessor companies came together in 1998 and since then have closed more than \$238 billion in approximately 11,450 transactions, with individual transactions ranging from less than \$1 million to more than \$2.2 billion. The firm has more than 170 transaction professionals and more than 200 support associates involved in originating, structuring and placing debt and equity transactions, and has formal, long-term relationships with most of the nation's largest providers of capital, including lenders, investors, developers, owners and advisors. HFF's professionals have executed debt and equity transactions for virtually every type of real estate and real estate related asset, including debt placement, investment sales, equity investments, mergers of real estate companies and partnership recapitalizations.



Kimco Realty Corporation, a real estate investment trust (REIT), owns and operates North America's largest portfolio of neighborhood and community shopping centers. In addition to managing the company's wholly owned portfolio, Kimco manages approximately \$10 billion of assets on behalf of institutional investors in joint ventures and private equity funds. Traditionally, the company invests a significant amount of equity capital alongside their partners, ensuring the alignment of interests between the investor and operator. Partners include pension plans, insurance companies, investment advisors and individuals from around the world. Kimco has a network of 33 offices throughout the US, Canada and Mexico. Kimco's operating platform and more than 50 years of experience provide partners with unparalleled expertise maximizing value from retail real estate. As of June 30, 2010, the company owned interests in over 1,450 retail properties comprising over 150 million square feet of leasable space across 45 states, Puerto Rico, Canada, Mexico and South America. Kimco is publicly traded on the NYSE under the symbol KIM and included in the S&P 500 Index.



Kuwait Finance House (KFH) was established in the State of Kuwait in 1977,

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as the first bank operating in accordance with the Islamic *Shari'a*. KFH is listed in the Kuwait Stock Exchange, with a market capitalization of KD 2.799 billion as of December 31, 2008. Assets total KD 10.544 billion and deposits amount to KD 6.612 billion. KFH has been highly rated by prestigious international agencies. Standard & Poor's rated KFH A-/A2, Capital Intelligence rated KFH A+/A1, Fitch International also rated KFH A+/F1, and Moody's rating was Aa3/P-1, for short and long-term investments, respectively. KFH has been named the world's Best Islamic Financial Institution by *The Banker* magazine. KFH provides a wide range of Islamic *Shari'a*-compliant products and services, covering banking, real estate, trade finance, investment portfolios, and other products and services. Since the 1980s, KFH has witnessed multi-activity in international expansion. It has established independent banks in Turkey, Bahrain, Malaysia, Kingdom of Saudi Arabia and Jordan. KFH has always endeavored to expand its local branch network, including 50 branches in Kuwait and approximately 175 branches around the world.



LaSalle Investment Management is one of the world's leading real estate investment managers. The firm has over 30 years of experience and manages approximately \$38.3 billion of public and private equity real estate investments in more than 20 countries. LaSalle's diverse

investor base includes public and private pension funds, insurance companies, governments, endowments, foundations and private individuals from across the globe. Unlike many investment management firms, LaSalle invests only in real estate and therefore has a unique focus and depth of expertise in the sector. LaSalle's primary objective is to deliver superior investment performance while striving to achieve the highest levels of client service. LaSalle has won numerous awards for its investment expertise and was recently named "Global Firm of the Year" by Private Equity Real Estate (2008) and Best Global Real Estate Investment Manager across all three global categories by *Euromoney Magazine* (2009).



Paramount Group, Inc., founded in 1968, is one of the largest privately owned real estate companies in New York. The company's experience spans from coast to coast. The company owns, manages and leases a sizeable 12 million square feet, \$10 billion portfolio of trophy office

buildings in New York, Washington, DC and San Francisco. Since 2003, Paramount has also formed six very successful funds. With over 40 years of proven real estate expertise, including in-house tax management for foreign investors, and the firm's worldwide alliance with a multi-billion-dollar conglomerate of companies (Otto Versand, ECE Projektmanagement and Park Property), Paramount is a trusted, respected and internationally-recognized partner. Paramount employs a hands-on, high energy management philosophy implemented by a goal-oriented and highly experienced executive team.



Profimex, a leading cross border real estate investment firm, is the private equity real estate arm of Bamberger-Rosenheim Ltd., established in 1969.

Profimex offers cross border real estate investments to institutional investors, public and private companies, and high net worth individuals. Profimex specializes in co-investments with overseas partners that are established, leading real estate investment firms with proven track records. Its investment products include funds, funds of funds, development projects, value added projects, income-producing projects and structured debt investments, all of which are diversified by geography, sector and strategy. Profimex specializes in tailor making these investment products to suit the Israeli investors' requirements. As the leading private equity real estate firm in Israel, Profimex has set a goal of educating the investors' community *vis-à-vis* the importance of outbound real estate investments. This goal is achieved by sponsoring appropriate events, initiating and participating in professional conferences, lecturing at academic institutions, and making the Israeli investment community aware of the importance of overseas real estate as an asset class. Profimex is constantly looking for long-term partnerships with local GPs across the globe in order to meet its investors' demands and allow them a wide spectrum of investment opportunities.

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Involved in territorial development, **Regional Construction Corporation (RCC)** is a privately-owned company based in Moscow, Russia. RCC's business philosophy relies on high-end expertise and is based on long-term private-public partnerships with municipal governments in Moscow and throughout the regions of the Russian Federation. RCC was the first private company in the modern history of Moscow to acquire full developer's rights for rehabilitation of the former industrial zone to develop residential housing, commercial buildings and mass transit facilities, totaling more than 1.5 million square meters (13.5 million square feet). RCC owns and operates a variety of real properties, including residential housing, office buildings, light industrial facilities, mass transit systems, wastewater and solid waste management facilities, and 55,000+ acres of developable land near Moscow.



USAA Real Estate Company

USAA Real Estate Company, with over \$5 billion of assets, provides co-investment, acquisition, build-to-suit, and development services for corporate and institutional investors. In addition, the company provides investment vehicles for domestic and foreign investors. The USAA portfolio consists of office, industrial, retail and hotel properties with annual volume transactions exceeding \$3 billion. USAA Real Estate Company is a subsidiary of USAA, which has served military families since 1922 and has become one of America's leading financial services companies.



U.S. Equities Realty, LLC is a privately-held, full service commercial real estate firm, based in Chicago and founded in 1978. The company serves as a strategic advisor to clients throughout the United States and Latin America providing asset management and leasing services; tenant representation, advisory and consulting; development and program management; and acquisition, disposition and financing of real estate assets. U.S. Equities Realty maximizes opportunities for its clients, and has managed and leased more than 80 million square feet of office, retail, residential, student housing and industrial properties; represented tenants completing more than 30 million square feet of office lease transactions; accomplished more than \$3 billion of development projects; and has closed \$5.7 billion in investment transactions.



Willis Tower is the premier corporate office building in Chicago, home to more than 100 companies, including prominent law, insurance, transportation and financial services. The iconic building is the tallest in the Western Hemisphere, encompassing more than 4.5 million square feet, including its Skydeck and 103rd floor glass viewing platform, The Ledge, which attract more than 1.3 million visitors every year. Willis Tower is owned by 233 S. Wacker Drive LLC, an investment group comprised of Yisroel Gluck and John Huston of American Landmark Properties, Ltd.; Joe Chetrit of The Chetrit Group; and Joseph Moinian of The Moinian Group.