HFF’S OFFICE TEAM

is one of the top capital markets intermediaries in the country for office assets.

Our office specialists are experts in providing:

- traditional out-right sales
- large scale portfolio sales and recapitalizations
- equity placement capabilities including fund raising, joint ventures and structured finance alternatives
- advisory to real estate companies for strategic transactions, including mergers and acquisitions, sales and divestitures, privatizations and management buyouts, recapitalizations and restructurings
- construction, interim and permanent debt solutions

INDUSTRY RANKINGS

<table>
<thead>
<tr>
<th>DEBT PLACEMENT</th>
<th>ASSET SALES</th>
<th>EQUITY PLACEMENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>№1 2018 DEBT PLACEMENT ORIGINATOR</td>
<td>№5 2018 ASSET SALES</td>
<td>№1 2018 EQUITY PLACEMENT ORIGINATOR</td>
</tr>
</tbody>
</table>

Source: Mortgage Bankers Association, Real Capital Analytics
THE HFF DIFFERENCE

THE HFF PLATFORM
provides fully integrated real estate solutions.

01 COMMERCIAL REAL ESTATE EXPERTS
- 1000+ Employees, 2,500+ Annual Transactions
- 26 Offices, including recent expansion into Europe in London
- Boots-On-The-Ground Coverage and Experience in the largest U.S. Markets

02 JOINT VENTURE / EQUITY PLACEMENT
- Approximately 950 Successful Equity Placement Transactions Totaling in Excess of $100B (Since 2011)
- Currently closing two joint ventures per week
- Currently engaged on several fundraising and advisory assignments and HFF is the only intermediary with a dedicated placement agent business

03 MERGER & ACQUISITION AND CORPORATE ADVISORY
- $25 Billion in M&A Capital Transactions Over the Last Three Years
- 2017 Acquisition of Leading CRE M&A Firm Hentschel & Company

04 PROPRIETARY CAPITAL MARKETS DATABASE: CAPTRACK
- CapTrack - The Bloomberg Terminal of Commercial Real Estate
- Internal Proprietary Database Provides Unparalleled Access to Historic and Real-Time Capital Markets Information

05 DEDICATED GLOBAL CAPITAL TEAM
- Weekly Face-To-Face Meetings with Key Decision Makers in Their Offices
- Trips Planned with Top Groups in Asia, Europe, Canada, and the Middle East

06 COORDINATED APPROACH: ONE TEAM, ONE UNIFIED MESSAGE
- Deal team will lead and coordinate process and strategy with one seamless team
- Senior Leadership and Deal Team have capital markets expertise and boots-on-the-ground experience working together to achieve one unified objective
1,080
TOTAL ASSOCIATES

405
CAPITAL MARKETS
ADVISORS

26
OFFICES

$832B
ALL TIME
TRANSACTION
VOLUME
SINCE 1998

Source: Mortgage Bankers Association, Real Capital Analytics
CAPTRACK: A COMPETITIVE ADVANTAGE AND DIFFERENTIATOR

- Internally developed, proprietary database of transactions
- Tracks billions of dollars of transactional volume that HFF is continuously pricing
- Tracks relationships with 63,400 clients and potential clients
- Contains investment objectives of the most active and largest capital providers, both domestic and foreign
- Tracks historic and current flows and pricing of debt and equity capital throughout the U.S.
- Provides real-time status of all HFF pipeline transactions
- Processes daily updates of investment objectives as received from clients

$832+ Billion closed transactions since 1998
63,400 Clients & Capital Sources
1,080 HFF Professionals

exchange of HISTORIC & REAL-TIME capital markets information

This database is shared throughout the entire HFF network and is updated daily through the compilation of critical deal and capital markets data from the firm’s associates.
HFF’s approach to Global Capital ensures global investors of US real estate are informed of all current and future offerings by visiting them at their headquarters. HFF has completed more than 900 transactions totaling over $70 billion in volume involving global capital since 2012.

**Global Activity**

- **20** countries visited
- **111** days abroad
- **400+** meetings abroad
- **188** deals sourced in 2018
- **$12 B** transaction volume

**HFF’s Approach to Capital**

- **Focus on Bringing Capital Markets to the US**
- **Develop and Maintain Close Relationships**
- **Engage, Inform and Educate**
- **Face-to-Face Meetings on Perpetual Global Road Show**
- **Worldwide Reputation as a Trusted Capital Markets Intermediary**