

# Hines

Hines is a privately owned international real estate investment, development and management firm. Founded in 1957, the organization is currently active in 25 countries (Australia, Austria, Brazil, Canada, China, Denmark, Finland, France, Germany, Greece, Hong Kong, India, Ireland, Italy, Japan, Luxembourg, Mexico, Netherlands, Panama, Poland, Russia, South Korea, Spain, United Kingdom and the United States) and has approximately 4,820 employees. Hines has approximately \$144.1 billion<sup>1</sup> of assets under management, including \$75.5 billion for which Hines serves as investment manager, including non-real estate assets, and \$68.6 billion for which Hines provides third-party property-level services. Hines' portfolio consists of more than 472 million square feet of real estate developed, redeveloped or acquired in 1,426 projects globally, with another 165 projects totaling 63.2 million square feet currently in design or under construction. The firm's property management portfolio includes 576 properties with over 246 million square feet and facilities management assignments in 450 U.S. cities.

Hines came to prominence as the developer of landmark office buildings in major cities across the U.S. The firm revolutionized the industry by introducing signature architecture for multi-tenant buildings, and higher standards for all aspects of building design, operations and management. Among Hines' best-known projects are: The Galleria and Pennzoil Place in Houston; Five Hundred Boylston in Boston; the Philip Johnson-designed 53rd at Third in New York City; 101 California in San Francisco; Three First National Plaza in Chicago; the Cesar Pelli-designed Wells Fargo Center in Minneapolis; and One Ninety One Peachtree Tower in Atlanta.

In 1974, Hines ventured outside of the U.S. and entered the international real estate market. Since then, the firm has completed, acquired and/or redeveloped projects totaling more than 146 million square feet including such notable office projects as DZ Bank in Berlin by Frank Gehry; Main Tower in Frankfurt; 99 Queen Victoria in London; Pórtico in Madrid; Ducat Place in Moscow; Uptown München in Munich; EDF Tower in Paris; Torre Almirante in Rio de Janeiro; and Panamérica Park in São Paulo. Other notable residential, retail and mixed-use international projects include Diagonal Mar in Barcelona; Del Bosque in Mexico City; and Metropolitan in Warsaw.

In more recent years, Hines developed such iconic projects as Salesforce Tower in San Francisco; 609 Main at Texas in Houston; River Point in Chicago; the Jean Nouvel-designed 53 West 53 in New York City; Porta Nuova in Milan; Outlet Village Belaya Dacha in Moscow; One Horizon Center in Gurgaon; and One Museum Place in Shanghai.

Hines executes its business strategies by integrating its investment management teams with local market personnel in 118 U.S. cities and 107 international cities. The firm pursues investment strategies across the risk spectrum: from core to value added to opportunistic. Hines' investor partners and clients include major public and private pension funds, government investment authorities, insurance companies, financial institutions, endowments and individual investors.

Hines has long been a leader in sustainable design and in promoting sustainability programs around the world. The firm partners with multiple institutions to identify best operating practices and cutting-edge technologies in order to stay in the forefront of building operations.

In 63 years, Hines grew from a one-man operation in Houston, to an international enterprise. With an unrivaled story of experience, a knowledgeable employee base with significant executive tenure and an unwavering commitment to excellence in products and services, Hines continues to thrive as it adds value to real estate around the world.

<sup>1</sup>AUM includes both the global Hines organization as well as RIA AUM.