



KAUFMAN JACOBS (KJ) OWNS AND MANAGES MILLIONS OF SQUARE FEET OF COMMERCIAL REAL ESTATE, WITH A SPECIALTY IN THE OWNERSHIP AND MANAGEMENT OF FEDERALLY TENANTED REAL ESTATE AND TRANSACTIONS OF A COMPLEX NATURE.

FIRM PROFILE

From its most stabilized properties to its most complex assets, Kaufman Jacobs views every asset as a dynamic entity, each requiring energetic hands-on attention to detail from conception to disposition.

A Holistic, Hands-on Approach Since 1947

Kaufman Jacobs pursues capital protection and appreciation through the acquisition of undervalued commercial real estate, with emphasis on General Services Administration (GSA) leased assets and complex situations. The firm has a proud tradition of exceptional investment management over its nearly seven-decade history, and has owned and managed tens of millions of square feet of commercial real estate across each of the four major asset classes.

Applying a holistic approach to investment activities, KJ manages its assets rather than outsourcing to third parties whenever possible. This hands-on approach enhances the firm's ability to identify value-add opportunities and increase return on investment. When combined with a focus on proactively meeting tenant needs, the strategy consistently yields high rates of tenant satisfaction and retention, thereby improving investment performance.

REAL ESTATE INVESTMENTS

Individual Assets and GSA Leases

The firm's portfolio is comprised of individual investments, as well as assets within Rubicon US REIT, a joint venture between affiliates of Kaufman Jacobs, Starwood Capital Group, and JPMorgan Chase.

Approximately half of KJ's portfolio is government-occupied, with GSA leases accounting for the largest single user base. Through more than 50 years of combined experience servicing the real estate needs of government agencies, Kaufman Jacobs has expertise in working with this highly specialized type of tenancy.

Complex Situations

Kaufman Jacobs has developed a unique investment platform to bring highly competitive solutions to owners of real assets looking to recycle capital. In partnership with a bulge bracket financial institution, KJ deploys its platform with REITs and real estate-rich operating companies on portfolios ranging in size from \$100 million to several billion in assets. KJ has a broad mandate to invest across markets and asset classes domestically and will selectively entertain international opportunities.

The firm can provide capital infusions within a broad range of structures:

Preferred Equity • Entity Level Financing • Recapitalization/Sale of Partnership Interest • Mezzanine Debt • Bankruptcy Restructuring

MANAGEMENT TEAM

Jeremy Kaufman
Chief Executive Officer

20 years experience in real estate, structured finance, and project development

- Has acquired and financed \$850M in assets encompassing 4.3M SF
- Developed real asset projects abroad including a thermal power plant in Ecuador
- Education: BA-Brandeis University

Robert Saunders
Chief Financial Officer

12 years experience in real estate, investment management, and corporate finance

- Former President of Rubicon US REIT Inc., a \$1B REIT
- Participated in restructuring of Rubicon's 3.3M SF property portfolio
- Education: MBA-Kellogg School of Management, BS-University of Illinois

Sam Fuchs
Chief Operating Officer

9 years experience in asset management, leasing, and tenant relations

- Head of asset management and serves as KJ's primary point of contact with GSA
- Has overseen the management of commercial real estate assets valued in excess of \$1B
- Education: BA-University of Pennsylvania, LEED GA-USGBC

Gerald S. Kaufman
Senior Managing Director

55 years experience in real estate investment management

- Has owned and managed millions of SF of various asset classes across the country
- More than 30 years experience owning & operating property leased to government tenancy
- Education: JD-NYU School of Law, BA-Columbia University