

News release

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Ernst & Young Expands Real Estate Advisory

New appointments include investment in hands-on industry experience to tackle contemporary business issues

New York, NY (March 28, 2011) Ernst & Young LLP announced the expansion of its Construction and Real Estate Advisory Services (CREAS) practice, appointing two senior real estate industry professionals to leadership roles and assigning Mark Gibson, previously a principal in the New York office, to support the practice's growth in the West.

“Our recent appointments represent a significant investment in best-in-class experience and specific skill sets and personnel to support our advisory's ongoing expansion,” said Mark Costello, Americas leader of the CREAS practice of Ernst & Young LLP. “Our practice is better positioned to offer our clients both a consultative approach to today's business issues, backed up by hands-on industry experience across an array of key industries such as technology, financial services, pharmaceuticals as well as construction and real estate investment,” Costello said.

The appointments are:

Jim Harding has been named a Senior Manager for CREAS in the firm's New York office. As the former COO and Head of Real Estate for Barclays Capital's



Corporate Real Estate (CRE) team, Jim brings a wealth of real world experience in real estate issues surrounding the financial services industry. While at Barclay Capital, Jim had day-to-day operational responsibility for the real estate portfolio and was the lead program manager for the Lehman Brothers integration, Barclays Global Investors and EquiFirst divestitures. Prior to his time at Barclays Capital, Jim held key positions at General Electric and HSBC.

At General Electric, Jim was part of a team responsible for portfolio, financial planning and transaction management across Europe, the Middle East and Africa. At HSBC, Jim held global and Americas strategy positions and he led the Alternate Workplace (AWS) Program in the Americas and supported the delivery of HSBC's fully outsourced operating model and Customer Relationship Management (CRM) platform in the Americas.

“Jim’s experience as a chief operating officer brings yet another level of corporate experience to EY’s advisory team, especially in dealing with corporate leaders on a wide range of business issues in addition to real estate related challenges,” said Costello.

Harding holds a Masters degree in Property Valuation and Management from Sheffield Hallam University in the UK and completed his undergraduate education at the University of Leeds, UK. He is based in the New York office of Ernst & Young.

Steven Teubner has been named a Senior Manager for CREAS in the firm’s Chicago office. Steve brings the team deep operational knowledge and experience, especially in real estate-related technology. In his recent positions as Facilities Director at NextGen and as General Manager at BAE Systems, Teubner oversaw the implementation of an \$8 million program to develop an intelligent building program. As a member of NextGen Facilities Solutions Group,



he was charged with improving the triple bottom line performance (social, economic and environmental) of the company's facilities portfolio.

Teubner served on the Board of the Continental Automated Buildings Association (www.caba.org), a not-for-profit organization dedicated to the advancement of intelligent home and building technologies in North America. He also draws on his advisory experiences working with Deloitte Consulting, Axia Solutions, McClaren Consulting and his operations experience with the Public Buildings section of the US General Services Administration. Steve is a recognized thought leader with publications in several industry periodicals.

"Steve brings a deep level of technical knowledge and experience across multiple sectors and will provide the right kind of insight into technology that our clients need to make informed business decisions," said Costello.

He holds a Master's degree in Urban Planning and an MBA from the University of Illinois, as well as a Bachelor's degree in Architecture from the Illinois Institute of Technology. Steve is a member of Continental Automated Building Association (CABA) and CoreNet Global.

In addition to these appointments, EY also announced the relocation of **Mark Gibson** to Orange County, Calif., where he will support the practice's West Coast growth.

"The West Coast is a very exciting market for us," said Costello. "In addition to our leadership moves, we have added a dozen new staff in Las Vegas, Los Angeles and Irvine, and have also made significant assignments to our Seattle and Northern California practices. Mark Gibson has been our de facto leader on the West Coast and plays a key role in these engagements, so his permanent move is the next logical step in the development of CREAS."



From his new base in the firm's Orange County office, Gibson will spearhead the delivery of services for the firm's Western CREAS clients. "This cements our operations in the west and builds off our major projects at City Center (Las Vegas), and with major clients in the Seattle and Orange County areas," said Gibson. "We have grown in the region so that in only 18 months we are now the second largest construction and real estate advisory practice. We are set to continue this growth through the near future," he added.

Previously based in New York, Gibson is a Principal and has been with Ernst & Young LLP since 2003. He has more than 26 years of international experience in real estate advisory services, operations and outsourcing, and has advised many major corporations and real estate entities on facilities management, major construction projects and a host of other related issues such as cost controls, risk, and portfolio organization.

Costello views the mix of traditional advisory skills and real world experience as a key reason that CREAS has been in growth mode through the past recession. "We deliver business and real estate services that inform the overall corporate decision matrix," Costello says. "We work with people who are focused on providing practical, high impact services to tangible and intangible contributions that real estate and facilities assets can make to support business unit goals," he added. "We have found that our corporate clients are best served by people with the ability to take a consultative approach and who have spent time in the field dealing with real problems and line responsibilities," he added.

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