

LOWIE

Lambda Alpha International
January 17, 2024

WHO WE ARE

We will be measured by our success in real estate, but we will be known for our character and our people.

- Private Real Estate Investment, Development & Management Company
- Formed in 1972 by Chairman Bob Lowe
- Co-CEOs: Mike Lowe and Rob Lowe
- 100% Owned by Active and Retired Lowe Executives
- Diversified Investment and Service Platform with Expertise in all Major Property Types
- Team Located in 8 Offices: Los Angeles (HQ), Charleston, Denver, Orange County, San Francisco Bay Area, San Diego, Seattle and Washington DC

CORE VALUES



INTEGRITY

Create trust and cohesion by acting with the highest ethical standards.



PERFORMANCE

Achieve optimum success through operating rigor and disciplined investment.



EMPOWERMENT

Invest in a diverse group of talented and prepared people.



INNOVATION

Deliver custom solutions through confidence in creative problem solving.



RELATIONSHIPS

Nurture lasting ties with investors, customers and team members.



BALANCED LIVES

Consistently work to balance our lives and contribute positively to our communities.

WHAT WE DO

For 50+ years we've been working to build a diverse portfolio and enduring relationships that make us all proud to say we are Lowe.

Investment

- \$4.4 billion of assets under management

Development

- Mixed use, office, hospitality, and multi-family developments
- \$2.6 billion of development planned or underway across the U.S.

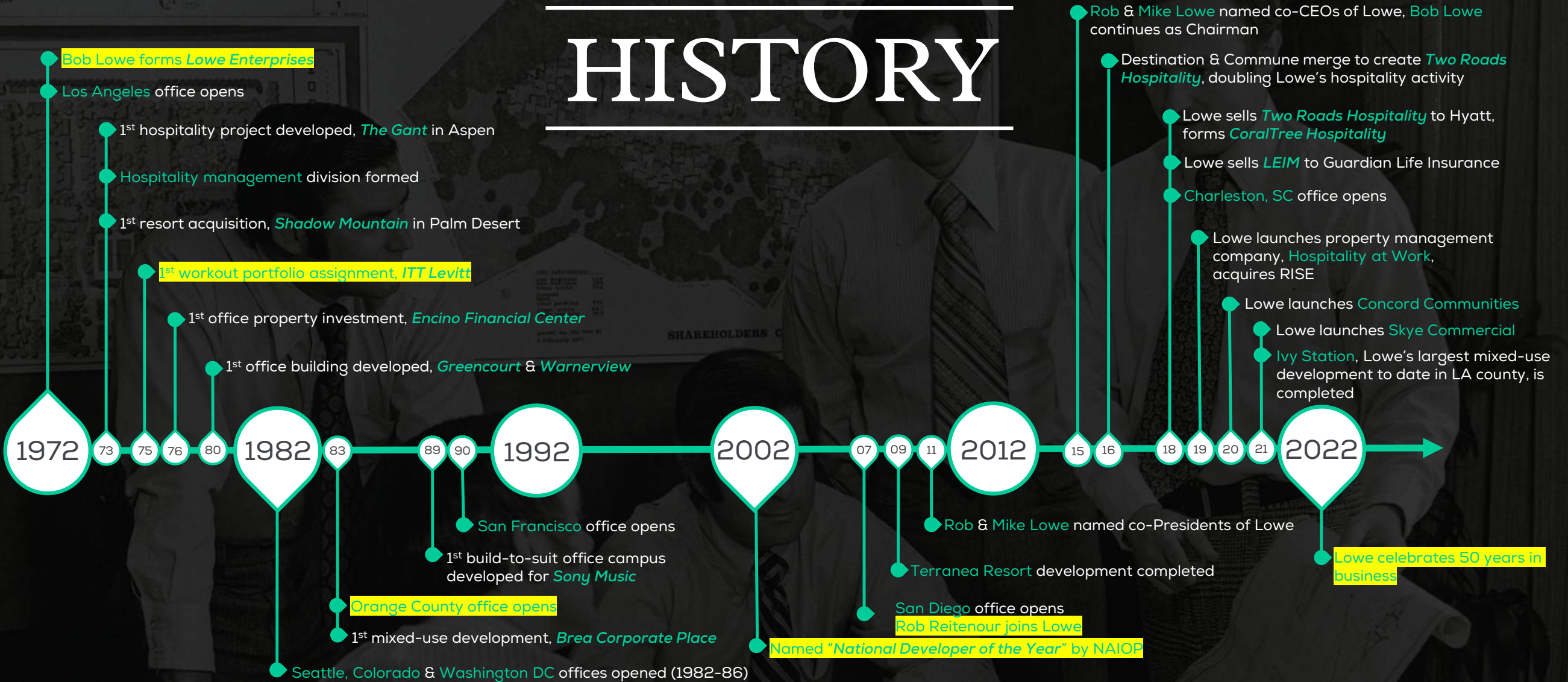
Management

- Hospitality and Resort Management Since 1973
- Hospitality Management Subsidiary – CoralTree Hospitality
- Commercial Property Management Subsidiary – Hospitality at Work®
- Urban residential repositioning and development
- Affordable Housing Subsidiary – Concord Communities

Historic Activity

- \$36 billion invested, developed or managed over life of the company
- 30 million+ commercial square feet managed
- 30,000 hotel and resort rooms managed

HISTORY



SIGNIFICANT RECENT EVENTS

- Two Roads Hospitality Sold
 - \$470+ million sale to Hyatt
 - Retained portion of portfolio
 - Formed new management subsidiary
 - CoralTree Hospitality
- Investment Management Subsidiary Sold
- Property Management Co.s Acquired
 - RISE Commercial based in Denver, CO
 - Keys Commercial based in Boulder, CO
- Brokerage Co Formed
 - Skye Commercial
- Capitalized 13 new investments in the past 3 years
 - Located in Los Angeles, Baltimore, Charleston, Houston, Seattle, Steamboat Springs and Washington, DC
 - \$1.6 billion total capitalization
 - Office, multifamily and hospitality

SAMPLE OF RECENT PROJECTS

Multifamily

The Garey – Los Angeles

320 apartments, 15,800 SF Retail

IDEA1 – San Diego, CA

275,000 SF mixed-use development

The Hepburn – Washington, DC

195-Unit apartment tower

Talisman – Redmond, WA

285 apartments, 9,000 SF retail

Assembly – Oakland, CA

127 apartments, 8,000 SF retail

Mason and Main – Seattle, WA

550 multifamily units, 7,000 retail

Gallery 64 – Washington, DC

492 multifamily units, contemporary art museum

Office

2130 Violet Street – Los Angeles, CA

113,000 SF office/retail development

North First Campus – San Jose, CA

1.8 million SF office campus

Phoenix Portfolio – Phoenix, AZ

330,000 SF Office

El Dorado – Denver, CO

330,000 SF Office

Stanford Place II – Denver, CO

366,000 SF Office

Hospitality

Terranea Resort – Rancho Palos Verdes, CA

582 room resort, 102 acres

The Cooper – Charleston, SC

225-room hotel

Lift 1A – Aspen, CO

80-room hotel entitlement

Suncadia Resort - Cle Elum, WA

6,300 acre resort community

The Sweetgrass Inn @ Wild Dunes Resort - Charleston, SC

153 room hotel addition with amenities

Ptarmigan Inn – Steamboat, CO

80 room hotel renovation

Mixed-Use

Town & Country Resort – San Diego, CA

675-room hotel redevelopment, Multifamily entitlement

Ivy Station – Culver City, CA

200,000 SF office, 55,000 SF retail, 200 apartments, 148-room hotel

Park + Ford – Alexandria, VA

566,000 SF mixed-use redevelopment

Sequoia Station – Redwood City, CA

631 apartments, 170,000 SF Retail, 1.23M SF Office

MainPlace Mall – Santa Ana, CA

Multiphase mall redevelopment

Build-to-Suit

National Science Foundation – Alexandria, VA

705,000 SF Office

San Diego COC, Phase 4 – San Diego, CA

1M+ square foot build-to-suit office campus

HOSPITALITY MANAGEMENT



CORALTREE
HOSPITALITY



Travel is Good for Your Soul



COMMERCIAL MANAGEMENT



HOSPITALITY
at WORK[®]
A LOWE COMPANY



Delightful Workplace Experiences



MIXED-USE DEVELOPMENT



Ivy Station - The New Gateway to Culver City

500,000 SF Mixed Use - Office, Apartment, Hotel, Retail
Culver City, CA

OFFICE TO RESIDENTIAL CONVERSION



Park + Ford – Bringing New Life to Aging Office Complex

435 Apartments, 115,000 SF Office
Alexandria, VA



HOSPITALITY DEVELOPMENT + MANAGEMENT



Terranea – Southern California's Only Oceanfront Resort

102 acres, 582 keys
Rancho Palos Verdes, CA



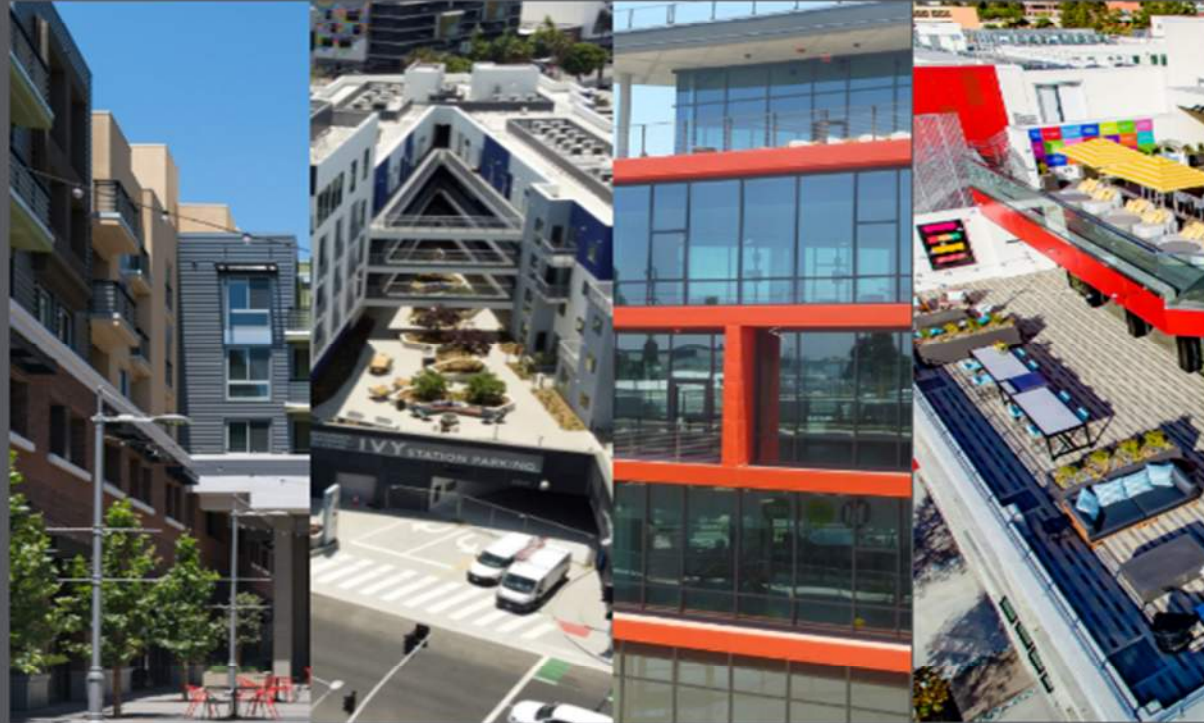
BUILD TO SUIT (P3)



San Diego County Operations Center - A Model of Sustainability

1.3 million SF office campus
San Diego, CA

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Retail reVision

EVALUATION

Candidate Identification Process



3/27/2019

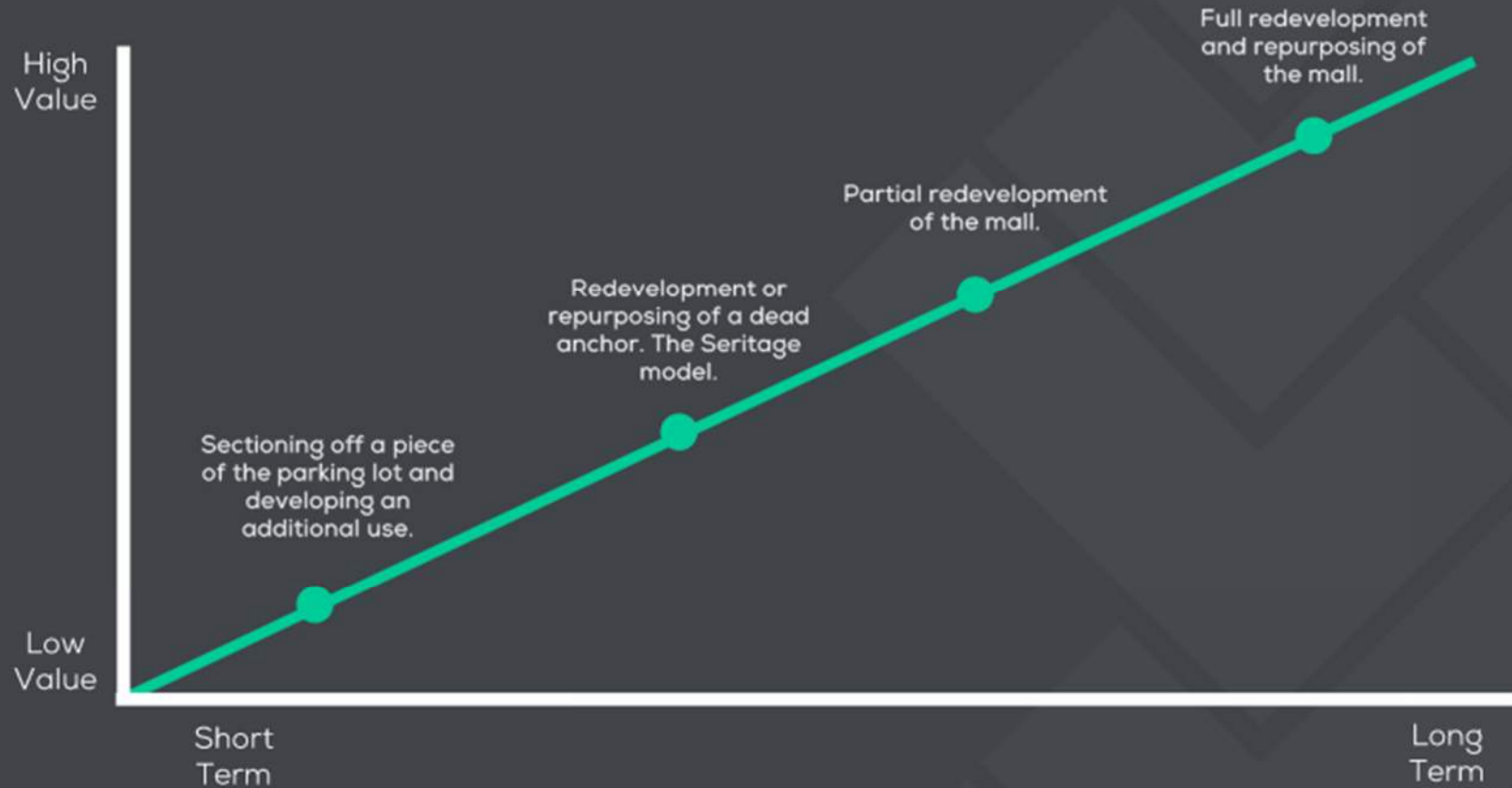
BEYOND BUILDINGS

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EVALUATION



Spectrum of Mall Redevelopment/Repositioning



3/27/2019

BEYOND BUILDINGS

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MAINPLACE MALL



Pre-Development



3/27/2019

BEYOND BUILDINGS

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MainPlace Entitlements

Entitlements approved in June 2019, including:

- Addendum to the EIR
- Tentative Parcel Map
- Development Agreement
- Specific Plan

Entitlements:	<u>Previous</u>	<u>Current</u>
Retail	1.5MSF	1.4MSF
Office	1.5MSF	750KSF
Hotel	400Keys	400Keys
Residential	N/A	1,900DUs

DEVELOPMENT + MANAGEMENT

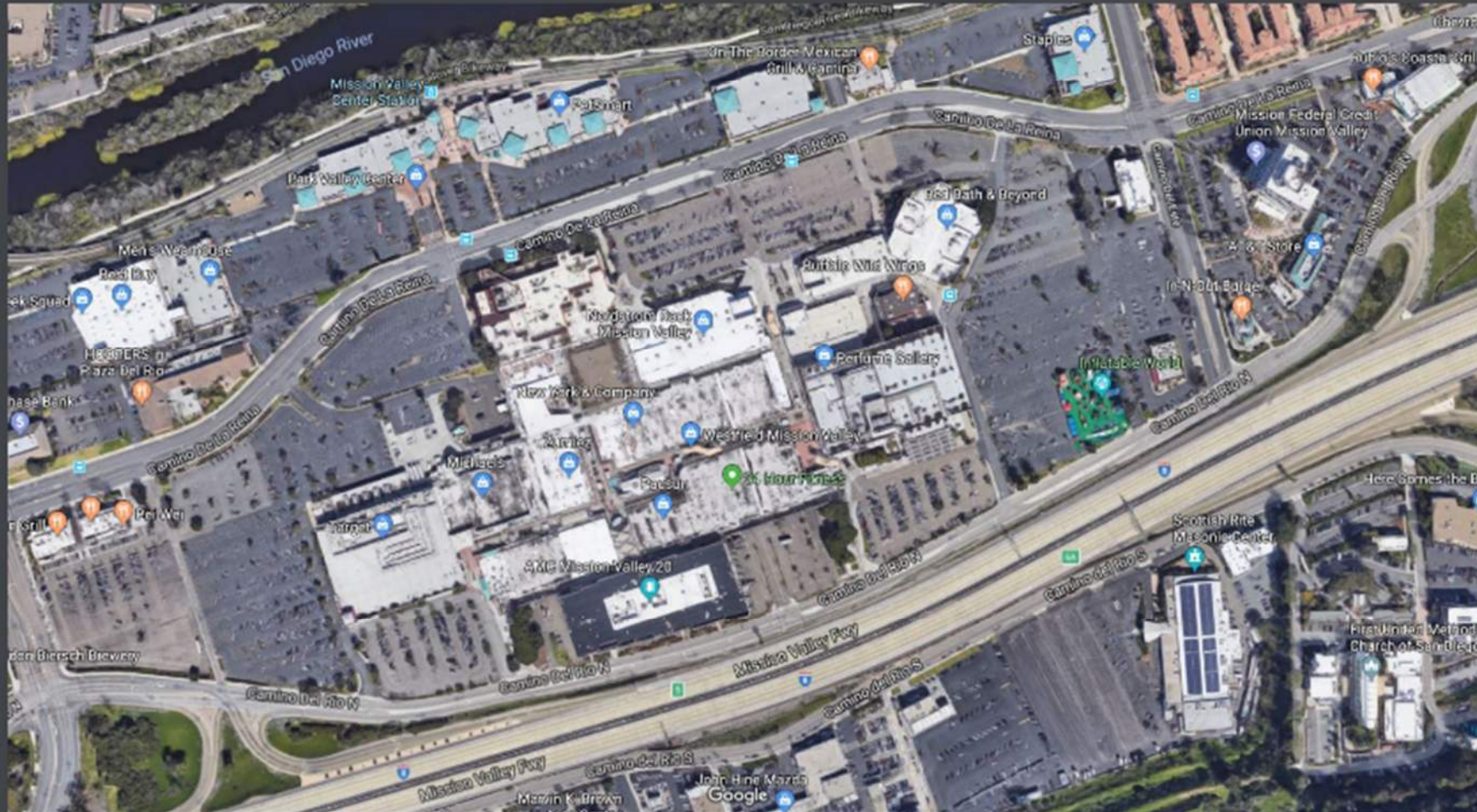


MainPlace Mall – reVisioning aging retail

Multiphase mall redevelopment
Santa Ana, CA



Westfield Mission Valley



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PLACEMAKING ZONES





Current Deal Focus

- Distress in all asset types
- Value Add acquisitions in all asset types
- Complexity



Questions and (maybe) Answers

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Thank You.