

## **MEDIA RELEASE**

Wednesday, 9 March 2011

### **nabInvest acquires stake in global property manager**

National Australia Bank's direct asset management business, nabInvest, today announced it has acquired a 35 per cent interest in AREA Property Partners (AREA), a global real estate fund manager based in New York.

The acquisition is in keeping with NAB's stated wealth management strategy, a part of which is to expand its participation in direct asset management through partnerships with selected, quality fund managers.

The acquisition continues to build out nabInvest's portfolio and is the third investment nabInvest has made in an overseas fund manager since the business was established in October 2007.

Garry Mulcahy, Executive General Manager of Asset Management at MLC & NAB Wealth said: "The strategic partnership with AREA builds on our acquisition of global REIT manager Presima Inc. and expands our participation in the global real estate sector.

"Real estate as an asset class continues to attract investor attention and, with limited growth of investment-grade real estate in Australia, increased demand will require offshore investment. nabInvest has sought to position itself with business partners that are able to meet investors' needs in this sector, initially in global REITs, and now in direct real estate.

"We believe AREA is a great fit for NAB given its expertise, scale and proven track record selecting and managing property investments in North America, Europe and Asia."

AREA was founded in 1993 and has overseen the establishment of multiple real estate funds and joint ventures totalling US\$13 billion in equity commitments for institutional investors. Its funds have invested in over 500 transactions with an aggregated value in excess of US\$60 billion.

AREA's management team remains unchanged and the business will continue to be led by Chairman William Mack and Global CEO Lee Neibart. The remaining 65 per cent of AREA's equity will be owned by key AREA employees and investment professionals. Three NAB representatives will also join AREA's eight member Board.

NAB's consideration for its equity stake will remain in the business, with the majority used to co-invest with investors in existing and new AREA funds.

The terms of the agreement are confidential.

#### **Notes to editors**

##### **About nabInvest**

nabInvest partners with quality investment management firms, enhancing their capabilities with the support of the NAB Group's resources. This can include back office support and assistance with product and distribution services along with custody and corporate governance functions. nabInvest's business partners are Cambridge

Industrial Trust Management, Lodestar Capital Partners, Fairview Equity Partners, Pengana Capital, Northward Capital, Presima Inc. and Wiltshire Capital, as well as the Antares Capital and MLC Private Equity businesses.

**About AREA Property Partners**

AREA Property Partners, formerly known as Apollo Real Estate Advisors, is a leading international real estate investor and fund manager on behalf of prominent government and corporate pension funds, sovereign wealth funds, insurance companies, foundations, endowments, and high net worth individuals. Since the firm's founding in 1993, AREA Property Partners has overseen the establishment of multiple real estate funds and joint ventures totaling \$13 billion in equity commitments for investments in the United States and globally. Its funds have collectively invested in over 500 transactions with an aggregated value in excess of \$60 billion. Headquartered in New York, the firm has offices in Atlanta, Los Angeles, San Francisco, London, Paris, Luxembourg and Mumbai. AREA funds target a broad range of opportunistic, value-added and debt investments in real estate assets and portfolios throughout North America, Europe, and India. For more information, visit the firm's website at [www.areapropertypartners.com](http://www.areapropertypartners.com).

For further information:

**Media**

Ric Shadforth

M: +61 (0) 447 395 889

Stacey Mitchell

M: +61 (0) 400 305 446