

## HCP COMPANY OVERVIEW

HCP Realty Advisors, Inc.

### About HCP

HCP has been providing property & advisory services to some of the country's largest corporations and financial institutions since 2003. HCP is a boutique commercial real estate services firm based in Austin, Texas with additional offices in Dallas and Houston.

### Corporate Advisory Services

Real estate can be one of the largest liabilities for a company. Whether the need involves relocating offices, planning for expansion, disposing of underutilized assets or special projects, HCP has the experience necessary to facilitate projects large or small. We provide services in three primary areas and through these services, we work to ensure that real estate strategies are aligned with overall business and/or operational objectives.

- **Portfolio Optimization**
- **Location Solutions**
- **CRE Organizational Strategies**

### Valuation & Advisory Services

The valuation and advisory group of HCP provides valuation expertise to investment banks, financial institutions, corporations and owners for the major property sectors, including office, industrial, multifamily, retail, hotel, and special-use properties. Services include:

- **Single Asset, Portfolio Valuation and Underwriting**
- **Loan & Acquisition Underwriting**
- **Financial**
- **Due Diligence**
- **Acquisition Analysis**
- **Appraisal**
- **Appraisal Management**
- **Estate Planning**

Relationship Driven | Client Focused | Results Oriented



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*Our goal is to exceed  
our client's  
expectations*

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## Transaction Services

HCP is dedicated to the design and execution of solutions that meet client's needs. Whether acquiring or disposing of assets, HCP helps clients meet the needs of their business. We do this by providing a thorough and consistent process to transaction management and client representation. HCP has experience in the areas of office, retail and industrial property types. We also specialize in data center infrastructure & services and convenience retailing. Our services include:

- Brokerage
- Loan & Acquisition Underwriting
- Acquisition
- Disposition
- Tenant Representation

## Telecom Practice

HCP brings years of experience in negotiating agreements for telecommunication providers. We understand the issues around negotiating with commercial building owners and the critical importance around timing to provision services to a customer.

### Our Approach to Your Telecom Needs:

HCP can assist in maintaining a balance between fulfilling tenants' telecom needs while protecting the property and existing telecommunications investments. Telecommunications infrastructure is an important asset for any property owner. We offer the ability to provide detailed building assessments and system design for telecom infrastructure.

| CLIENT FOCUSED |

With strong relationships with the commercial property community, our experience encompasses multi-tenant building owners, commercial property, cell towers, and rooftop negotiations. We offer a full service turnkey solution to include property research, site assessments, contract negotiations and project management. We utilize a web based tool to coordinate project teams that allows a very efficient solution for our clients.

Our approach is to create a partnership between the TSP and the building owner to collectively manage and address project needs and issues on a case-by-case basis. Our past experience has included both individual site negotiations and large scale project rollouts.



## Wind Energy Practice

According to the American Wind Energy Association (AWEA), the U.S. wind energy industry installed 5,244 megawatts (MW) in 2007, expanding the nation's total wind power generating capacity by 45% in a single calendar year and injecting an investment of over \$9 billion into the economy. The U.S. wind power fleet now numbers 16,818 MW and spans 34 states. American wind farms will generate an estimated 48 billion kilowatt-hours (kWh) of wind energy in 2008, just over 1% of U.S. electricity supply, powering the equivalent of over 4.5 million homes. Wind power's strong performance is expected to continue.

Texas consolidated its lead in terms of installed wind power capacity. The states with the most cumulative wind power capacity installed are: Texas, with 4,356 MW; California, with 2,439 MW; Minnesota, with 1,299 MW; Iowa, with 1,273 MW; and Washington with 1,163 MW. At least fourteen new manufacturing facilities opened or were announced in 2007, according to initial AWEA estimates. Companies are creating new jobs and business opportunities across the country, even in states that do not have a large wind resource.

Given Texas' position in the overall wind energy marketplace, HCP has had involvement with several wind developers including, but not limited to, contract needs with landowners, title reviews, land ownership research and identification and process implementation related to wind company needs.



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| RESULTS ORIENTED |

