

Press Release

**Gaw Capital Partners Advises Ping An Insurance with Acquisition of London's Landmark Tower Place**

Gaw Capital Partners Advised Ping An Insurance on Purchase of Lloyd's Building in 2013

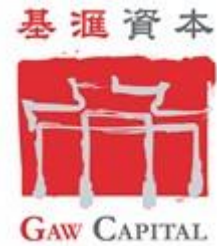
**Shanghai, 22 January 2015** – Gaw Capital Partners, the Hong Kong-based real estate private equity firm, announced that on behalf of Ping An Insurance, it has successfully acquired Tower Place, located in London's EC3 insurance district. It is another landmark property acquired by Gaw Capital Partners for Ping An Insurance following the acquisition of Lloyd's Building in London's financial district in July 2013. In addition to leading the acquisition process (including due diligence), Gaw Capital Partners is also providing debt financing advising with this transaction.

Tower Place is situated in London's internationally recognized EC3 insurance district. Designed by world renowned architect Sir Norman Foster and built by Tishman Speyer, it is a Grade A office complex. Completed in 2003, the property provides 35.7 thousand square meters (or 385 thousand square feet). The property is currently 99.3% occupied, primarily leased to Marsh & McLennan as its UK headquarters. The seller is an open real estate fund represented by RREEF Investment GmbH.

In this deal, Gaw Capital Partners provided investment consulting service for Ping An Insurance and played an important role in the entire acquisition process. Since 2010, Gaw Capital Partners has acquired 7 properties in London on behalf of its Asian clients, and this is the 10<sup>th</sup> separate account investment globally. The company's other remarkable acquisitions in London include Vintners' Place (2012), Lloyd's Building (2013), Waterside House (2013), headquarters of Marks & Spencer located in the Paddington, and Exchange Tower (2014)...etc.

Goodwin Gaw, Managing Principal and Chairman of Gaw Capital Partners, said: "We are pleased to work for Ping An Insurance again, helping them with this significant UK investment. This transaction demonstrates the trust and confidence of China's institutional investors in us. As a company active in the real estate market of Greater China and Asia Pacific, Gaw Capital Partners is dedicated to helping China's and Asia's investors look for more and more investment opportunities with higher returns in the overseas real estate markets. We want to provide higher ROIs for our clients by investing in quality overseas properties like Tower Place."

The success of Gaw Capital's fundraising efforts is a vote of great confidence and trust in the company's successful track record in the US, London, Greater China and Asia Pacific - and of the returns for its investors. "Our partners trust us due to our extensive experience in overseas real estate management and investment. We've had a long track record of successful operations in North



America and Asia, even prior to the founding of Gaw Capital Partners,” said Goodwin Gaw, Chairman and Managing Principal of Gaw Capital Partners.

### **About Gaw Capital**

Gaw Capital Partners is a uniquely positioned private equity fund management company that focuses in real estate markets in greater China and other high barrier-to-entry markets globally.

Specializing in adding strategic value to under-utilized real estate through redesign and repositioning, the firm’s investments span the entire spectrum of real estate sectors, including residential development, commercial offices, retail malls, serviced apartments, and hotels.

Gaw Capital Partners runs an integrated business model with its own in-house asset management operating platforms in retail, hospitality and property development, and affiliates with Downtown Properties to bring in asset management capacity in the US.

Gaw Capital Partners currently manages four real estate funds targeting the Greater China and Asia Pacific region, while Gaw Capital Partners USA is providing services for separate account direct investment and fund management in the US and UK markets. Gaw Capital Partners has raised equity in excess of USD\$4.0 billion since 2005 and currently commands assets of over USD\$ 9 billion under management as of fourth quarter of 2014.

Gaw Capital Partners was named “Asia Firm of the Year” and Goodwin Gaw was named “Asia Industry Figure of the Year” by 2013 Global PERE Awards. The Company also ranked #37 on PERE's 2014 ranking of the 50 largest private equity real estate firms in the world. Gateway Real Estate Fund IV received the “Best Launch: Real Estate (Private)” recognition in the 2014 AsianInvestor Investment Performance Awards. Gaw Capital was voted by industrial peers as “Best PERE Manager” and Goodwin Gaw “Industry Personality of the Year” at REIW Asia 2014. Kenneth Gaw was voted as the winner in the Outstanding Category of the prestigious Asia Pacific Entrepreneurship Awards 2014 Hong Kong.

For more details, please view: [www.gawcapital.com](http://www.gawcapital.com)