



**PRESS CONTACT: Jane Page, CEO**  
**(713) 533-5801**  
[ipage@lionstoneinvestments.com](mailto:ipage@lionstoneinvestments.com)

**FOR IMMEDIATE RELEASE**

## **LIONSTONE INVESTMENTS PARTNERS WITH HERMES**

**HOUSTON (November 11, 2014)** -- Lionstone Investments (Lionstone), a privately-owned, US-based real estate investment company has partnered with Hermes Real Estate, one of the largest real estate investors in the UK with over £6.6 billion of assets under management, to launch a new real estate investment program, capitalized with an initial \$250 million of equity commitments.

Lionstone-Hermes Real Estate Venture will invest primarily in office properties in high-growth U.S. markets. The vehicle is being formed with an open-ended structure allowing for longer term holds of high-quality assets.

The venture represents the first partnership between Hermes Real Estate and Lionstone, and Hermes Real Estates' only vehicle pursuing office properties in internationally competitive U.S. cities. This also represents a continuation of Lionstone's strategy to invest in well-located office properties in highly targeted markets with unique demand drivers and sound fundamentals. Both parties are excited to pursue what they view as a large-scale opportunity.

"We were thrilled to find a like-minded partner in Hermes Real Estate who places tremendous value on a research-based approach, executing real estate investments based on a firm understanding of market fundamentals and end-user demand," said Glenn Lowenstein, CIO of Lionstone Investments.

Chris Taylor, Chief Executive, Hermes Real Estate added: "We have been actively acquiring U.S. real estate since 2011 as part of our global real estate programme and are delighted to have now identified a best in class office investment manager to complement our two existing platforms. Lionstone shares our own occupier-driven approach to understanding the key performance drivers from office investment with a long term focus upon responsible and sustainable investment strategies."

Hodes Weill Securities, LLC acted as the exclusive financial advisor and placement agent.

###

### **Notes to Editors:**

#### **Hermes Investment Management**

Hermes is focused on delivering superior, sustainable, risk adjusted returns for our clients – responsibly.

Hermes manages assets on behalf of more than 200 clients\* across equities, fixed income, alternatives and real estate, with £27.9 billion\* assets under management. In Hermes Equity Ownership Services, we have the industry's leading engagement resource, advising on more than £120.3 billion\* of assets.

We believe in **Excellence, Responsibility and Innovation**

- **Excellence:** We aspire to excellence in everything we do. This manifests itself most visibly in our investment performance. We will only offer products to our clients where we believe there is a strong investment thesis and where we can deliver sustainable alpha.
- **Responsibility:** We believe it is our responsibility to lead discussion and debate about the fiduciary responsibilities of fund managers to our clients, their stakeholders and, ultimately, society at large. We have always sought positive engagement with the firms in which we invest.
- **Innovation:** We have the entrepreneurial culture to identify forward-looking products that meet those needs, along with the resources and speed-to-market mentality to develop them rapidly.

Our structure gives clients globally the benefit of access to a broad range of specialist, high conviction investment teams operating within an established and robust operating platform.

Hermes' investment solutions include:

- **Equities:** Global, Emerging Markets, Small & Mid Cap, Europe, Asia Ex Japan, Greater China
- **Fixed Income:** Inflation-Linked, Government Bonds, Investment Grade, High Yield
- **Real Estate:** Segregated, Unitised, Debt, UK, US Residential, European, UK PRS
- **Alternatives:** Multi Asset, Infrastructure, Private Equity

\*Please note the total AuM figure includes £3.6bn of assets managed or under an advisory agreement by Hermes GPE LLP ("HGPE"), a joint venture between Hermes Fund Managers ("HFM") and GPE Partner Limited. HGPE is an independent entity and not part of the Hermes group. £0.4bn of total group AuM figure represents HFM mandates under advice. Source: Hermes as at 30 September 2014.

### **Lionstone Investments**

Founded in 2001, Lionstone Investments is a privately owned real estate investment firm that specializes in researching, conceptualizing and executing national investment strategies on behalf of institutional investors and high net worth individuals. Lionstone bases its investment strategies on proprietary data and ideas centered around the ownership of real estate that serves the most productive segments of the U.S. economy. The company's current investment programs span the risk spectrum, from Core to Opportunistic, and are often customized with consideration given to market opportunities and the structure our investors desire.