

## JAKES DAVID FERGUSON

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### SUMMARY

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Director/Interim/Advisor/Charity Trustee: Experienced in investment management, private banking & real estate. Track record as a profitable business-builder & leader of positive change; as creative, originating, launching & managing award-winning global equity funds; in fund raising & business development with HNW, Charity & NFP; in corporate real estate; development, capital transactions & restructuring; in real estate lending, originating & structuring senior debt; as an ambassador building & nurturing profitable client relationships in EMEA, the Gulf & Asia; and volunteer - City Salute Appeal Committee (raised £2m for wounded servicemen), a community charity (personally raised £30,000) and mentor for The Prince's Trust. Able to deliver complex high-value projects with multiple stakeholders; build, lead & motivate effective teams to achieve their best; deliver outstanding customer service & meet demanding targets. Committed to collaboration, excellence, innovation & the customer

### EXPERIENCE

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- 2013-2014**     **AUB (UK) Plc**     Deputy CEO, Head of Corporate Banking. CF1
- Led \$500m Sharia & conventional Property loanbook and \$1bn Structured Finance businesses - T/O \$31.6m NPAT \$22.9m
  - Originated and structured \$270m of senior debt for commercial & London residential development, first new lending for 4 years
  - Grew Corporate banking NPAT +67% YoY. Originated £5m fee income in the first 12 months. Advised board on NPL issues
  - Acted for Gulf investors to source, analyse and acquire UK investment properties, \$220m completed
  - Acted for AUB Bahrain to source, analyse and bid on 8 London residential schemes, average £75m GDV. Agreed terms on two
- 2012**     **HDG Mansur**     Senior Managing Director, Europe
- Approached to lead UK office managing 1 million sq.ft development of 400 flats, 300,000 sq.ft of offices, 90,000 sq.ft of leisure/retail for Kuwait Finance House, Nakheel United Real Estate Co. & Al-Muthanna Investment Co; and management of \$2.5bn HSBC Amanah global property fund assets across Europe
- 2005-2011**     **Sarasin & Partners LLP**     Partner, Head of global real estate/Co-Head of Alternatives CF4, CF30, CF27
- Approached to manage \$56m in 2 global equity, REIT & bond funds. Grew funds 10x to \$600m & total AUM to c.\$1bn
  - Built team & managed 1<sup>st</sup> Quartile fund performance winning 5 Lipper awards, 1<sup>st</sup> in Europe over 3 years & Morningstar 5\* rating
  - Buy-side equities analyst on UK/Europe ('05-07), Asia-Pacific ('07-09) and North America ('10-11)
  - Originated, structured, launched, managed 5 new funds – Sharia, Long-short, Long-only & Sustainable Real Estate raising c.\$350m
  - Also managed c.\$400m in charity/institutional mandates & 3<sup>rd</sup> party fund selection/monitoring on \$60m in direct real estate funds
  - Fundraised in 25 cities across the UK, Europe, Gulf, South Africa & Asia to UHNW, Institutions, Family Offices and Not-for-Profit
  - Later asked to also manage 70,000 sq.ft Sarasin corporate property, strategy and FM. Led 8 transactions in UK/Europe
  - Advised HNW, Institutions & NFP clients on UK commercial & London residential property and Bank Sarasin on global real estate allocations, wrote investor reports, real estate articles, RFPs, media work (twice on CNBC) & conference presentations
- 2004-2005**     **Drivers Jonas (Deloitte Real Estate)**     Elected Partner
- Hired to build and lead Corporate Real estate team. Won work from Aviva and others. Invited to return to JLL in European CRE role
- 2002-2004**     **HighSpeed Office**     Property director
- British Land, Canary Wharf, Legal & General, Aviva & Prudential joint venture to develop 'smart' offices across London
- 1995-2002**     **Property Dynamics**     Founder director
- Led team managing 1.1 million sq.ft, 100 properties across UK/Europe, advising 20+ clients on corporate real estate, asset strategy, development, M&A & impaired assets. Disposed of 55 properties (726,500 sq.ft) saving one client £10.6m pa
- 1988-2002**     **Arlington Securities (Goodman)**     Development director
- Led team of 20+ on 25 million sq.ft of mixed-use commercial & major residential projects across the UK and in Europe
  - 2 Development of the Year awards. £400m – 3.5 million sq.ft of development inc. BAE's 600,000 sq.ft global HQ
  - Sourced sites across the UK, France & USA and formed/managed five joint venture partnerships. Set up Arlington France
  - Advised Rover Cars, Orange Telecom, Airbus, Royal Ordnance & BAE Group on 32 corporate projects globally
- 1983-1988**     **Jones Lang Wootton (JLL)**     Director
- Advised Hammerson, MEPC & Prudential on major London office schemes. Selected to be posted to Hong Kong
  - Worked on 1.7 million sq.ft Exchange Square, led team of 11 advising HongKong Land & Swire Properties
  - Led team on P&O's 20 acre Chelsea Harbour, London mixed-use development. Asked to head JLL team on Canary Wharf

### EDUCATION

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- MBA, Henley Business School University of Reading. Thesis Distinction
- CFA Society, Investment Management Certificate. UK Financial Conduct Authority (FCA) Approved person 2005 on (CF1)
- Diplomas in Real Estate Valuation & in Project Management. Fellow of Royal Institution of Chartered Surveyors (FRICS)