

NORMANDY REAL ESTATE PARTNERS

DOWNTOWN & SUBURBAN BOSTON EDITION

MAJOR LEASING DEAL RE-ESTABLISHES
THE JOHN HANCOCK TOWER AS

THE HEIGHT OF BUSINESS IN THE HEART OF BOSTON

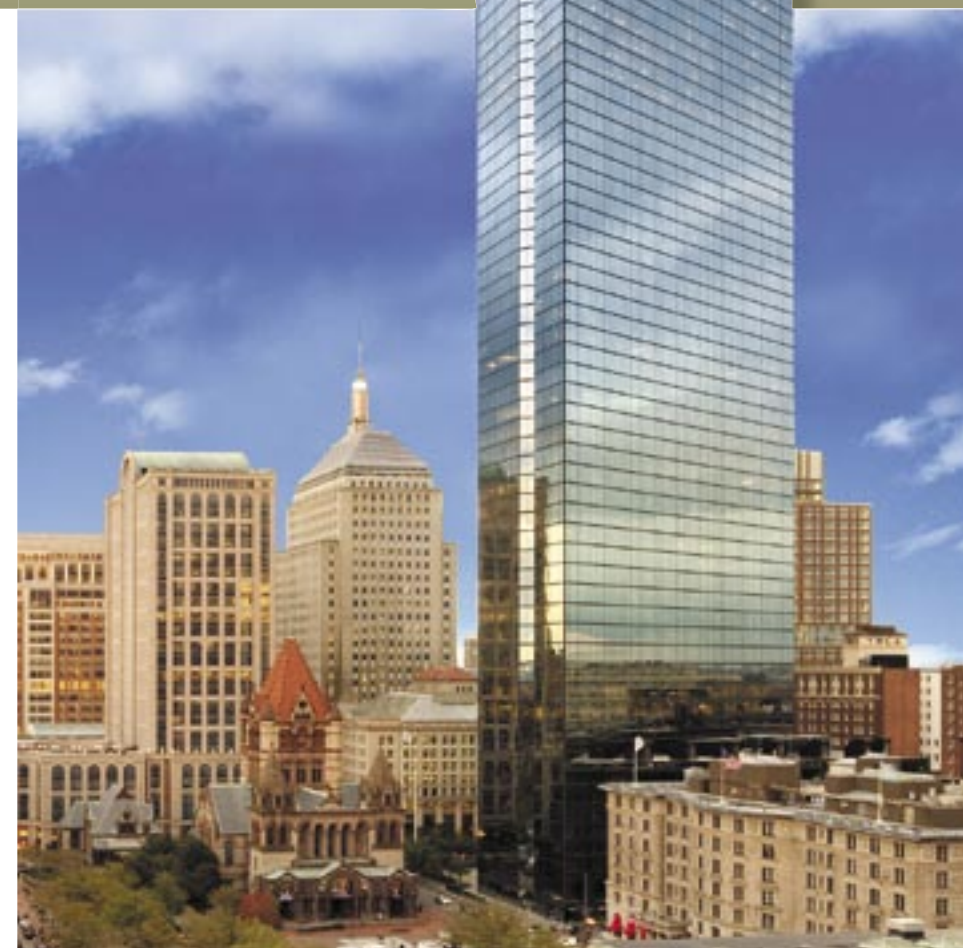
In a deal that brings Boston's marquee tenant to the city's marquee office building, Normandy Real Estate Partners announced in May that Bain Capital, one of the world's leading private investment firms, will relocate its Boston offices to Normandy's John Hancock Tower. Bain signed a 15 year lease spanning at least seven contiguous floors of Boston's iconic landmark, which is the tallest office tower in all New England. The move will occur in the fall of 2011, with the lease initially comprising 208,000 square feet, and giving Bain the option to expand to up to 270,000 square feet prior to occupancy.

Attracting so prestigious a tenant as Bain for such a large commitment as this lease is significant on many levels. Just over a year ago, when Normandy and its investment

partner Five Mile Capital Partners acquired the John Hancock Tower at a foreclosure auction, the building was only 80% occupied. Now in one fell swoop, occupancy has shot up to near capacity at 95% and only two of the building's 60 floors of leasable space remain available.

Increasing the tenant count is just the latest positive step in the towers owners' drive to improve the building's image and return it to its legendary status as the shining pride of Boston. In making the announcement, Normandy Managing Principal Jeffrey Gronning stated, "We are currently investing significant capital and resources to renew the building's environment and amenities, which along with our high quality tenant base firmly establishes the John Hancock Tower as Boston's premier business address."

A key draw for tenants, includ-



John Hancock Tower, Boston MA

ing Bain, is Normandy's capital improvement program – with \$50 million committed for enhancements and upgrades. Those include an 8,000 sf cafe-style restaurant in the building and upgrades to the lobby areas. Both will be in place by July/August of this year.

Further illustrating the owner's focus in reestablishing the John Hancock Tower's standing as a top American corporate address, the building received LEED Gold certification as a result of Normandy's ongoing work to improve the environment for both ten-

ants and the Boston community alike.

Normandy and Five Mile have accomplished a great deal since acquiring the John Hancock Tower in early 2009. As the Boston Globe stated, "The deal instantly changed the fortunes of the signature office tower, transforming it...into a marker of the sector's nascent recovery."

With that kind of positive momentum behind it, 200 Clarendon Street – the John Hancock Tower – is back to being 'The Height of Business in the Heart of Boston.' ■

Green News

JOHN HANCOCK TOWER RECEIVES LEED AWARD



Putting our tenants' needs first – and caring about our communities in general – helps define the environment at Normandy Real Estate Partners. That is why it was such an honor in April when the John Hancock Tower was awarded the prestigious Leadership in Energy and Environmental Design (LEED) Gold Existing Building certification for overall building sustainability.

The path to this award – which is based on a number of green design and construction features that positively impact both the building itself and the broader community – began the day Normandy acquired New England's largest building. As Normandy principal Justin Krebs said at the time, "When we first took ownership of this iconic tower last year, we were committed to making key improvements that would add value to current tenants, attract

new tenants, and reconfirm the John Hancock Tower's place as the pride of Boston."

Getting the "green" stamp of approval encompassed a variety of factors, including energy use, lighting, water, among other things. But in typical Normandy fashion, the efforts didn't conclude there. Normandy initiated a number of other improvements – which weren't required to receive the certification – which included the addition of electrical outlet vehicle charging stations in the garage, an increase in the number of bike racks, and additional parking for scooters and motorcycles.

As one of the premier business addresses in the U.S., this iconic tower is now not just marveled at because of its beauty and blue chip tenant attraction, but also by being environmentally friendly and setting the right example for other buildings throughout Boston. ■

NORMANDY ADDS ANOTHER GEM TO BOSTON'S CROWN

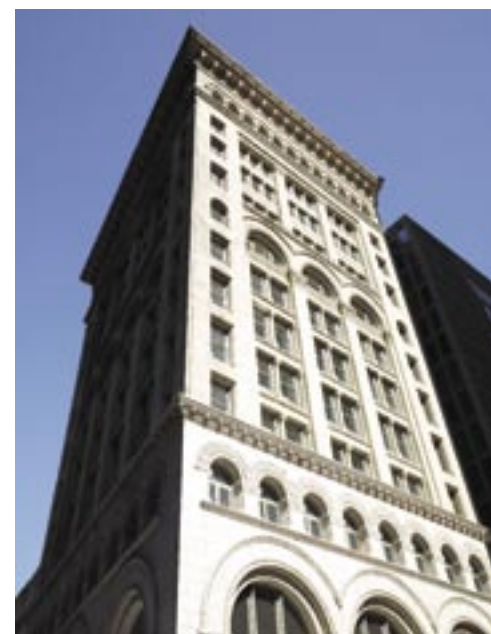
Normandy has added another "must visit" destination to the range of attractions, new and old, that make up Boston – the city that is home to Normandy's iconic skyscraper the John Hancock Tower. Just before Thanksgiving, Normandy's Ames Hotel opened in the historic Ames Building – the landmark former home of the Ames Manufacturing Company that was completed in 1890 and which was Boston's very first "skyscraper".

How do you convert a century old office tower into the premiere luxury hotel in Boston? If you're Normandy – with great care and attention to detail. In fact, the painstaking restoration of The Ames' unique Romanesque-Byzantine inspired structure won Normandy a special preservation award from the Boston Historical Society. That honor was shared with the two organizations that Normandy brought in to help bring the project to fruition – architects

Rockwell Associates and the Morgans Hotel Group.

At the hotel's opening, Normandy Managing Principal David Welsh

Continued on page 2



Ames Hotel, Boston, MA

NORMANDY WEATHERS ECONOMIC STORM WITH 12 MONTHS OF HIGH LEASING VOLUME IN GREATER BOSTON

As we've now entered the second half of 2010, there's a high level of optimism as to how the rest of the year will play out in terms of leasing volume at Normandy Real Estate Partners. After all, the past 12 months have been extremely successful. Though, for a lot of companies, this is a period in time to forget. However, for Normandy, this last year can be chalked up as a successful one in terms of leasing transactions. 'But how?' you ask – in an economic environment that touched practically every industry, especially commercial real estate. Simply by staying true to the characteristics that makeup Normandy – and which set the company apart from the competition. Those include offering flexible lease terms, open dialogue, listening to what a potential tenant's needs are, and providing an optimal office environment.

Boston provided the backdrop to some of Normandy's most significant activity so far in 2010 and throughout 2009. A major highlight last year was, of course, the acquisition of the iconic John Hancock Tower. When we acquired the landmark building, our goal was to keep current tenants happy and attract new companies to this prestigious building. We made good on that promise by first bringing on board Boston real estate veteran Mark Roopenian as Vice President to manage the day-to-day leasing activities. And as proof of Normandy's long-term commitment to the building and our tenants, we also carefully nurtured a renovation program to maintain the architectural integrity of Boston's beloved landmark, while dramatically improving amenities for tenants. This renovation program – which was approved by the Boston Redevelopment Authority – adds an 8,000 square foot café at ground and mezzanine levels and significant improvements to the building lobby and underground parking. These amenities will benefit not only the John Hancock Tower tenants,

but all of the Back Bay as well.

Leasing at the John Hancock Tower has been steadily on the rise, highlighted by one of the most significant lease transactions in the last several years. This past May, Normandy and Five Mile Capital Partners announced that they signed a lease with Bain Capital, one of the world's leading private investment firms. The deal is a 15 year lease spanning at least seven contiguous floors (37-43) – initially comprising 208,423 sf, with the option to expand to up to 270,000 sf prior to occupancy. Bain anticipates occupying its new offices beginning in the fall of 2011. With this lease, the total occupancy at the John Hancock Tower shoots up to approximately 95 percent.

Spanning our Greater Boston portfolio, total leasing activity to date in 2010 for Normandy, which includes both Normandy's Fund I and Fund II, totals 363,115 sf. Two recent leases are: Cooper Perkins Inc. with 10,781 sf leased at Lexington Corporate Center – and Spectrum Microwave, Inc. with 42,832 sf leased at Marlborough Technology Park IV.

In 2009, one major lease transaction was Baystate Financial Services relocating its corporate headquarters to occupy the entire 28,582 sf 19th floor of the John Hancock Tower. In other areas of central Boston, we were busy as well. Normandy concluded three deals – totaling 21,000 sf – at 99 Summer Street. Joining the building are, Comptroller of the Currency, which will occupy approximately 13,000 sf on the building's 14th floor, and StatPro – a leading supplier of solutions for the investment industry

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Continued from page 1

commented, "From the moment we assumed stewardship of this signature Boston property, we believed it deserved a design and development treatment worthy of the Ames' historic past, and we knew that Morgans as hotelier and Rockwell as architects were just

the people to bring into this project." Justin Krebs, Normandy Principal added, "From our view as owners of both Boston's tallest skyscraper – the John Hancock Tower – and Boston's original skyscraper – The Ames – we couldn't be more pleased with this result." ■



Marlborough Technology Park, Marlborough, MA



Lexington Corporate Center
10 Maguire Road, Lexington, MA

– which will occupy approximately 4,500 sf on the building's 16th floor. Investment management firm Westwood Global Investments, which occupies space on the building's 11th floor, has also expanded and extended its lease at the property.

Leasing outside of the city has seen the same successes. Normandy developed and sold a 100,000 sf Class A office building in Waltham, MA to Adobe Systems for its new headquarters. Additionally, three new leases and a renewal were signed at Marlborough Technology Park. All told, the four leases total 87,700 sf – and the tenants include Bitstream Inc. (26,801 sf), which relocated from Cambridge, Mentor Graphics (16,376 sf), MetroWest Medical (18,872 sf) and New Energy Alliance, LLC (25,671 sf).

As a result of these leases, two of the Park's seven buildings (100 Nickerson Road and 300 Nickerson Road) were brought to full occupancy.

So as we look back at and reflect on the past 12 months, it may have surprised some that Normandy was able to achieve this level of leasing success in such a tough economic environment. But for us, the secret of success is simple – just stick to our core values and focus on our tenants. And good things will follow. ■



Community Corner

CAMPING, CLIMBING, & VOLLEYBALL... ALL FOR CHARITY

Normandy Real Estate Partners is proud of all the important charities they sponsor – and in the Boston area, Camp Harbor View, its Beach Ball gala, and Climb to the Top are no exceptions.

To help curb the problem of youth violence – especially in summer months when school is out – Camp Harbor View provides Boston's inner-city youth with four weeks of summer day camp for only \$5 per camper. The camp provides at-risk youth with access to a variety of activities to build confidence, foster creativity, and develop lifelong leadership skills. In conjunction with the Boys and Girls Club of Boston, the camp will host this summer 900 Boston inner-city teens who will experience a summer filled with outdoor activities while also taking part in innovative programs that strive to build children's confidence and leadership skills. Beyond those four weeks, alumni campers can stay connected to the camp through job readiness training, college preparation, and year-round fun.

Normandy also supported Camp Harbor View's Beach Ball gala 2010, held on Long

Island in the Boston Harbor. On Saturday, June 12th, the third annual gala took place and attracted 420 guests, including Grammy award-winning and Platinum selling artist, Diana Krall, setting the tone for the festive night which raised nearly three million dollars! That money will help fund capital improvements and repairs, summer and year-round programming, and meals and apparel for campers.

Along with the National Multiple Sclerosis Society, Greater New England Chapter and Building Impact, Normandy announced the Climb to the Top, Boston at the John Hancock Tower. Scheduled for September 26, 2010, 500 participants will climb 61 flights of stairs to the top of the iconic tower and raise funds to help more than 19,000 people in New England affected by multiple sclerosis, a disease of the central nervous system that has no known cause or cure. So come one, come all – and climb those stairs to help find a cure! ■

