



HILLWOOD
A PEROT COMPANY®



BUILDING A TRACK RECORD OF SUCCESS



Hillwood Industrial Expertise

Hillwood is a leader in developing and acquiring high-quality industrial properties across North America and Europe. From acquisition and joint ventures to development and ongoing property management, Hillwood provides creative solutions for its customers and long-term value for its partners. Hillwood offers the depth of capital, market expertise, industry relationships and forward-looking vision to buy and build industrial properties that meet the logistics and distribution demands of evolving markets.

Hillwood's diverse portfolio attests to their extensive experience acquiring and developing best-in-class industrial logistics properties. Spanning more than 48 markets, from Lehigh Valley in Pennsylvania to the Inland Empire of Southern California and into Poland and Germany, their portfolio includes all major categories of industrial real estate in a variety of distribution centers, e-commerce facilities, last-mile logistics centers and freight terminals.

Hillwood is committed to solving the complex real estate challenges and enabling growth for Fortune 500 companies and local customers. Hillwood provides a high level of service along with creative and functional solutions for fulfillment, distribution and manufacturing customers.

**The image indicates global projects that Hillwood has planned or completed. CMB through its partnerships has participated in certain of those projects each based solely in the US*

Hillwood Industrial Footprint

192.1M

SF Developed and Acquired

70M

SF Owned/Managed

101.7M

SF Future Development

Past Hillwood/ CMB Experience

100%

Project Approval
Rating

21

Industrial/Logistics
Partnerships

17

Partnerships with
I-526 Approvals

2

Partnerships with
I-829 Approvals

3

Partnerships with
Loan Repayment

37.2%

Job Creation Buffer
at I-829

13.72

Average Jobs per
Investor

7

States

14

Cities

In one of the company's first projects, Ross Perot, Jr. and his team led the public-private effort to design, fund and develop Fort Worth Alliance Airport, the world's first industrial airport. Hillwood donated 350 acres to the City of Fort Worth for the new airport construction, and the Fort Worth Alliance Airport is now the centerpiece of the AllianceTexas development. Since its founding, this project has attracted more than \$9 billion in private investment, generated approximately \$76 billion in economic impact, created nearly 62,000 jobs and has more than 44.9 million square feet developed.

In 2000, Hillwood was named master developer for the former Norton Air Force Base in San Bernardino, California. At that time, the project had experienced no significant development since 1994, when the Air Force turned the base over to the city. Since being named master developer, the project has grown to 14 million square feet and created more than 9,400 jobs. Now known as AllianceCalifornia and modeled after AllianceTexas through a public/private partnership with the former Norton Air Force Base and the city of San Bernardino, California, the development has added major facilities for global leaders such as Amazon, Mattel, Pep Boys, Stater Bros., Kohl's, Pepsico, Pactiv and Medline.

CMB Partnerships such as Groups 8, 13, 17, 23, 35, and 63 contributed to the growth and continuous development of AllianceCalifornia.

In 2009, Hillwood won a competitive bid to become the Master Developer of 4,474-acre Cecil Commerce Center, which is a portion of the former BRAC closed Naval Air Station Cecil Field owned by the City of Jacksonville. Hillwood rebranded the Cecil Commerce Center to AllianceFlorida, its third expansion of the Alliance brand. Total build-out of AllianceFlorida is anticipated to be almost 34 million square feet primarily distribution, warehousing, manufacturing uses.

CMB Partnerships such as Groups 26, 53, and 70, contributed to the growth and continuous development of AllianceFlorida.



CMB/Hillwood Spec Buildings

Investment Group	Lease	State	Square Feet	Square Meters
Group 8 (Hofer Ranch 2)	Samsung	California	804,000	74,694
Group 13 (Chino Commerce Center)	TP-Link USA Corp	California	427,350	39,702
Group 17 (Gateway South Gate Building 3)	Amazon	California	1,102,639	102,438
Group 19 (HW DFW 1)	Amazon	Texas	1,052,381	97,769
Group 20 (Commerce 45 Building 1)	Georgia Pacific	Texas	625,000	58,064
Group 20 (Commerce 45 Building 2)	Georgia Pacific	Texas	812,000	75,437
Group 20 (Commerce 20 Building 1)	Olam Cotton AC	Texas	568,000	52,768
Group 20 (Commerce 20 Building 2)	Genco	Texas	568,000	52,768
Group 23 (Redlands Building 3)	DCG Distribution	California	771,839	71,706
Group 26 (Cecil Building A)	GE	Florida	510,000	47,380
Group 33 (West Hills D)	Genco I, Inc	Pennsylvania	435,000	40,412
Group 33 (West Hills B)	Duke Realty	Pennsylvania	238,000	22,110
Group 35 (Redlands 1)	Sale Agreement	California	500,000	46,451
Group 35 (Redlands 2)	Sale Agreement	California	600,000	55,741
Group 42 (West Hills Building C)	Behr Process	Pennsylvania	240,000	22,296
Group 42 (West Hills Building E)	National Distribution	Pennsylvania	400,000	37,161
Group 42 (HW DWF 2)	Amazon	Texas	1,015,560	94,348
Group 42 (HW DFW 3)	Siemens	Texas	120,000	11,148
Group 42 (HW DFW 4)	Coca Cola Distribution	Texas	144,000	13,378
Group 46 (Trade Center 83)	Starbucks	Pennsylvania	1,200,000	111,483
Group 53 (HW Joliet Building)	NFI Industries	Illinois	992,640	92,219
Group 53 (West Hills Business Center Building F)	NFI Industries	Pennsylvania	336,000	31,215
Group 53 (Jax Building D)	Amazon	Florida	407,000	37,811
Group 55 (HW Kinsley, York-Orchard Park)	Schindler Elevator Corp	Pennsylvania	780,000	72,464
Group 55 (HW West Deptford)	Amazon	New Jersey	770,000	71,535
Group 60 (HW Rialto Building 5)	Amazon	California	615,400	57,172
Group 63 (HW Alameda North Loop A/B)	Lighthouse	California	40,900	3,799
Group 63 (HW Alameda North Loop C)	Veterinary Clinic	California	35,300	3,279
Group 63 (HW Alameda North Loop D)	Under Construction	California	29,400	2,731
Group 63 (HW Alameda North Loop E)	Under Construction	California	37,400	3,474
Group 63 (HW Alameda North Loop F)	Under Construction	California	38,000	3,530
Group 63 (Waterman Gateway South Building 4)	Amazon	California	1,032,072	95,882
Group 64 (HW Sycamore Canyon Building 1)	Under Construction	California	1,012,995	94,110
Group 70 (Southloop Business Park Building A)	Prenumbra	California	124,460	11,562
Group 70 (Southloop Business Park Building B)	Under Construction	California	93,704	8,705
Group 70 (Southloop Business Park Building C)	Under Construction	California	100,887	9,372
Group 70 (Pellissier Logistics)	Under Construction	California	229,000	21,274
Group 75 (Commerce 275 Building 1 & 2)	Under Construction	Michigan	600,000	55,741

CMB/Hillwood Build-To-Suit

Investment Group	BTS	Lease	State	Square Feet	Square Meters
Group 8 - Hansen Interstate Trade Center	Confidential	Owens & Minor Distributing	California	520,009	48,310
Group 8 - Cajon Creek Building #1	Confidential	Cajon Distribution Center	California	1,790,000	166,296
Group 8 - Southgate Building 2	PepsiCo	PepsiCo	California	480,570	44,646
Group 13 - Gateway South Building 4	Confidential	Amazon	California	514,000	47,752
Group 33 - HW West Hills A	NFI Industries	Ocean Spray	Pennsylvania	980,000	91,044
Group 53 - HW Alliance Florida Building C	Confidential	Amazon	Florida	1,000,000	92,903
Group 64 - HW Rialto Bldg 6	Confidential	Amazon	California	855,000	79,432
Group 70 - HW Wayfair	Wayfair	Wayfair	Florida	1,012,567	94,070
Group 70 - HW Gateway & Benedict	FedEx	FedEx	California	143,327	13,315
Group 72 - HW Amazon Pittsburgh	Amazon	Amazon	Pennsylvania	1,046,790	97,249
Group 73 - Alameda BTS	Exelixis	Exelixis	California	220,000	20,438
Group 75 - Commerce 275 BTS	Confidential	Under Construction	Michigan	517,000	48,030

*CMB nor any of its partnerships are affiliated with any lessor or lessee of a property developed or managed by Hillwood

