

GUIDO C. POMPILJ

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New York State Licensed Real Estate Broker

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Professional Experience

Vivaldi Real Estate, Ltd.

2004 - Present

Managing Partner — New York, NY

Represented buyer of the 400 Fifth Avenue development site in Manhattan (\$ 200 million transaction, the largest development deal in Manhattan in 2006).

Assisted **Sorgente SGR**, an Italian manager of closed-end real estate funds, on their first investment in Manhattan providing market information and extensive financial analysis of several investment opportunities. Last December Sorgente bought a 20% ownership of the Chrysler Building.

CB Richard Ellis SpA

2000 - 2004

Investment Director — Milan, Italy

Provided counsel and appraisals to local and international real estate investment funds, high net worth individuals, national and international corporations in the purchase and disposition of office buildings and retail space throughout Italy. Advised an American private equity fund in negotiating the sale of a 2.5 million-square-foot development project near Milan.

Co-authored an innovative Asset Management Matrix Model for one of Italy's largest retail portfolios.

Responsible for developing the knowledge base of the complex administrative procedures necessary for obtaining commercial licenses for new shopping centers.

Clients included Whitehall, Orion Capital Management, Redevco, Blackstone, Aig, Banca Nazionale del Lavoro, Deka Immobilien, Generali, LDComm, Ras Allianz, Gruppo Coin, Gruppo Pam, Pradera, Banca Intesa, Clayton Dublier & Rice, Aedes, Beni Stabili, Ras, Arlington, Invesco, Aareal Bank.

Vivaldi Real Estate, Ltd

1985 – 1999

Founding Partner — New York, NY

Founded a Manhattan real estate firm specialized in acquiring, leasing, and managing luxury apartments and residential portfolios on behalf of high net worth Italian investors. Major deals included the acquisition of 180 foreclosed condominium units on Manhattan's Upper East Side. The company has been covered in the *Wall Street Journal*, in *Crains* and in *Real Estate Weekly* for its success in bringing investors into what was a very difficult market.

Citibank, NA

1981 -1984

Financial Analyst — Corporate Real Estate Division - New York, NY

Provided senior management with cash-flow forecasts relating to the development of major office buildings, alternative disposition scenarios, and lease-vs.-buy analyses. Provided monthly reports on ongoing projects. Transferred to the Italian Corporate Lending Group in October 1983.

Academic qualifications

1981 **Columbia University Graduate School of Business — New York, NY**
Master in Business Administration

1978 **Universita' degli Studi Di Roma — Rome, Italy**
Bachelor in Construction Engineering; top 5 percent of class