

## TRANSWESTERN Corporate Strategy

Founded in 1978, Transwestern Property Company developed 5 million square feet of space in more than 35 institutional-quality office and industrial projects in Houston, Dallas, Austin and San Antonio until the real estate market collapsed in the mid '80s. Following a strategic planning process led by RCLCO, the company then transitioned into a third-party management, leasing, and investment sales business known as Transwestern Commercial Services LLC.

Today, Transwestern is one of the largest privately held real estate operating companies in the United States, specializing in tenant advisory services, investment sales, agency leasing, property management, development and research. Within the past several years, Transwestern has begun reestablishing its roots as a developer of office, industrial, retail, and health care properties.

At the heart of Transwestern's unique business model is the integration of its reemerging development capabilities into its successful service platform to become a truly evergreen company with optimal strategic balance. Transwestern continues to have a collegial, unified, team-oriented culture, which is one of the keys to the company's success and a continuing challenge to maintain.

*“Charlie Hewlett and Gadi Kaufmann—both pros at strategy—know how to help real estate companies assess their strengths and weaknesses, forge consensus on strategic decisions, and get everyone on the same road map and pulling in the same direction. It’s a very, very, powerful process.”*

--Robert Duncan,  
Chairman, Transwestern

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