

GALE INTERNATIONAL



GALE INTERNATIONAL: CITY BUILDER



the # Central Park Towers, Songdo IBD Korea

Gale International is a premier, global real estate development and investment company dedicated to creating dynamic urban environments in which people live, work and thrive. Headquartered in New York City with offices across North America and Asia, the company has decades of experience leading commercial, residential and mixed-use projects, from landmark towers to smart, sustainable city-scale developments.

Gale International is the master developer of the US \$35 billion Songdo International Business District in South Korea. The company integrates and applies the most advanced sustainable design and construction practices to create significant economic and environmental benefit for the developments it serves.

GALE INTERNATIONAL: DECADES OF INNOVATION

The Gale family's involvement in real estate dates back to 1922 when Stan Gale's grandfather founded a residential real estate company based in Long Island, New York. Under current Chairman Stan Gale's leadership, The Gale Company evolved into a portfolio of US\$ 1-billion in diversified properties and facilities services to become a unique full service real estate enterprise. The property and facility management businesses were sold to Mack-Cali Realty Corporation in 2006. In 2001, Stan Gale and John B. Hynes III took on the Songdo IBD project focusing the mission of Gale International on smart, sustainable city-scale development. The company intends to grow further with greenfield urban opportunities throughout the world.



Daniel Gale Agency, Huntington, NY USA

Daniel Gale



GLOBAL PARTNERSHIPS: INTEGRATE, INNOVATE, IMPLEMENT

To deliver smart sustainable cities, Gale International has forged an unparalleled alliance of world renowned strategic partners. From design to development, from master planning to implementation, from sustainability guidelines to environmentally responsible build-outs, Gale International brings an integrated and dedicated team to each project. The global network of strategic partners shares Gale International's core sustainable development principles and vision.

The "Power of Partnership" is realized when essential resources, relationships, concepts, ideas and capabilities are harnessed to elevate new cities to extraordinary levels of possibility. These alliances bring a wealth of experience, R&D, technologies, products and services that ensure a long-lasting positive effect on the creation and operation of each development.



**United
Technologies**

3M Worldwide

SONGDO IBD: GLOBAL BUSINESS HUB



Songdo International Business District, located on 1,500 acres near Seoul, South Korea, is one of the largest private real estate projects in the world. Positioned to become the new business hub in Northeast Asia, regional markets such as China, Russia and Japan are accessible from the top-rated Incheon International Airport located just 15 minutes away from Songdo IBD.

Gale International has led the master plan design and development process since the project's inception in 2000, creating a city-scale living and working environment inspired by the great metropolitan areas of the world. Songdo IBD is one of the world's most sustainable cities and designated a LEED-ND pilot project by the USGBC.

The multi-phase, 100 million square foot build-out plan is well underway with approximately 50 buildings under construction at an estimated cost-to-date of US \$10 billion. The first phase of the city officially opened on August 7, 2009.

Central Park, Songdo IBD Korea

SONGDO IBD MASTER PLAN: GLOBALLY INSPIRED

With a commitment to sustainable design principles and the best practices of urban planning, Gale International created the foundation for a new international city with the highest quality environment to attract multi-national corporations and Korean nationals alike to this unique location. The master plan calls for a synergistic mix of uses for Songdo IBD, from office and convention space to world-class hotels and a variety of residential and retail developments, which offer a wide range of shopping, dining, and entertainment experiences.

Programming the balance of uses is critical to the development of a thriving city. Considered urban design creates an active public realm, delivering a high quality of life for the people who live and work there. The master plan includes a rich blend of amenities inspired by the great cities of the world. Songdo IBD will boast wide boulevards (à la Paris), a 100-acre Central Park (New York), a system of pocket parks (London), a modern canal system (Venice), and architecture reminiscent of the famed Sydney Opera House with the Songdo Convensia Convention Center.

Songdo will feature public and private international schools and a new hospital. Cultural and arts centers will also be developed, all adding to the cultural fabric of a new international city. The Jack Nicklaus championship golf course—one of only 25 in the world— opened in September 2010 with a Senior PGA Champions Tour event. These features come together to create a dynamic, vibrant world community and offer the highest quality of life for business professionals and their families.



SONGDO IBD: STRATEGICALLY LOCATED

Songdo IBD is a new aerotropolis just 3.5 hours flying time from one-third of the world's population including 51 international cities with over a million residents and is easily accessible from the world-class Incheon International Airport. With the completion of the 12-km Incheon Grand Bridge in 2009, the airport is a 15-minute drive from Songdo. Additionally, Songdo IBD is conveniently linked to the airport and Seoul via subway lines and buses.



SONGDO IBD: SMART+CONNECTED COMMUNITY

In Songdo IBD, Gale International and Cisco are combining the synergies of Cisco's Smart+Connected technologies with Gale International's expertise as the world's leading smart-city developer. The Smart+Connected Communities initiative provides energy efficient solutions for utilities, safety and security, real estate, transportation, healthcare, learning, sports venues and government services. Songdo IBD, with S+CC technologies, are transforming how people live, work, learn and play.

In China, Gale International and Cisco are pursuing projects that use Songdo IBD as a model for economically viable and environmentally responsible development. This unique collaboration will significantly accelerate the development of smart and sustainable cities worldwide.



China-Korea TelePresence, Shanghai Expo

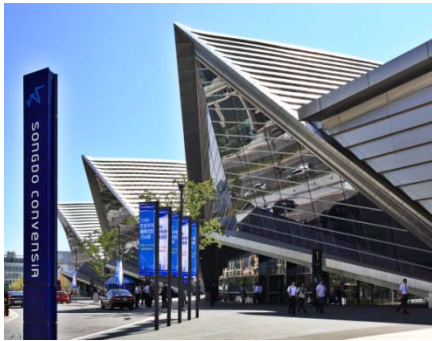


Chadwick International School
Songdo IBD, Korea

COMMITMENT TO SUSTAINABLE BUILDING PRINCIPLES



Sheraton Incheon, Songdo IBD
Awarded LEED Silver Certification



Songdo ConvensiA, Songdo IBD
Awarded LEED Certification



40% of Songdo IBD is open space



Central Park, Songdo IBD (100 acres)

Gale International considers how each development will enhance and protect the overall health, natural environment and quality of life of the community, both in and around the development. The company has adopted the Leadership in Energy and Environmental Design (LEED) Green Building Rating System and is targeting LEED certification for all active development projects.

Six core design goals for Songdo International Business District reflect our commitment to sustainability:

Open and Green Space
Transportation

Water Consumption, Storage and Re-use

Carbon Emissions and Energy Use

Material Flows and Recycling

Sustainable City Operations.

These design goals are ambitious targets. Setting them - and meeting them - will establish a new standard for green design for large-scale development projects across the globe.

Songdo IBD parcels target certification under the LEED-ND and/or LEED-CS rating system. Third party development land sale agreements will contain language mandating that buildings erected must pursue LEED Certification.

Songdo IBD is also part of the LEED-ND (Neighborhood Development) Pilot Program. The LEED-ND program emphasizes neighborhood connectivity, access to transit, energy efficiency in building design, efficient infrastructure design and the provision of open space and habitat for residents of all kinds. It builds upon the principles of New Urbanism and aims to promote the incorporation of positive planning aspects into local and municipal zoning codes focused on Smart Growth, Transit Oriented Development and Green Growth.

Songdo IBD will encourage and foster sustainable design practices by incorporating the latest design standards and technologies that reduce energy consumption, increase energy efficiency, utilize recycled and natural materials and generate clean or renewable electricity.

Songdo IBD Master Plan Summary

- ❑ US\$ 35B master plan totals 100M SF
- ❑ 35M SF residential; projected 65,000 permanent residents and 22,500 new housing units
- ❑ 40M SF office space; estimated 300,000 commuters and business travelers
- ❑ 10M SF retail space with premier shopping and entertainment including a retail complex co-developed with The Taubman Company featuring 150 specialty shops, 3 anchor stores, a hypermarket, multiplex cinema, and an ice rink
- ❑ 5M SF hotel space including the new Sheraton Incheon Hotel
- ❑ 10M SF public space including the Convensia Convention Center, museums, and concert halls

Highlighted Projects

- ❑ **Northeast Asia Trade Tower** - 68-story tower will stand as Korea's tallest building and most advanced corporate center



GALE INTERNATIONAL: SONGDO IBD PROJECT HIGHLIGHTS

- ❑ **Songdo Convensia Convention Center** - the architecturally stunning Convensia operates as Incheon's primary convention center and is Korea's largest column-free structure



- ❑ **Songdo Central Park** – the over 600 acres of open space in Songdo IBD includes the 100-acre Central Park, providing a beautiful place of refuge and relaxation for those who live, work and visit the city

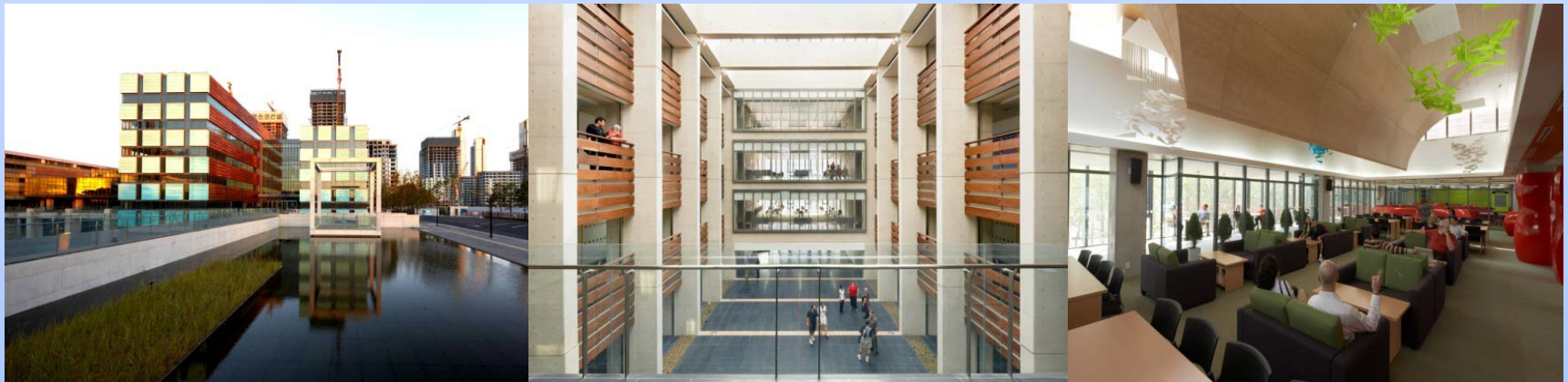


GALE INTERNATIONAL: SONGDO IBD PROJECT HIGHLIGHTS

- ❑ **The Jack Nicklaus Golf Club Korea** - co-developed with Kitson Partners, features an 18-hole championship golf course, a full clubhouse and a fitness center situated on a 228 acre site which will also include luxury villas and condominiums



- ❑ **Chadwick International School** – a state of the art school for students in kindergarten through high school, offering the very best learning environment and international perspectives to prepare them for leading post-secondary schools around the world



GALE INTERNATIONAL: SONGDO IBD PROJECT HIGHLIGHTS

- ❑ **Canal Walk** - eight unique, modern low-rise buildings with 345 Officetel Units and a waterway running through the neighborhood, creating a European style environment with high end shops and cafes on the lower levels and residential units on the top floors



- ❑ **The Sheraton Incheon** - a five star-rated hotel with 319 luxurious rooms and one of the best locations in Songdo IBD, located at the intersection of Central Park, The # First World, Songdo Convensia Convention Center, Northeast Asia Trade Tower and Riverstone Mall



GALE INTERNATIONAL: SONGDO IBD PROJECT HIGHLIGHTS

- ❑ **The # First World** - the first completed residential project in Songdo IBD with a total of 1,596 residential units that sold out in one weekend, this luxury apartment residence, which is pursuing LEED NC certification, offers homes in various sizes and parking for residents with ground level retail services



- ❑ **The Incheon Arts Center** - a beautiful cultural complex housing a concert hall, opera house, museum of Asian contemporary art, a music conservatory, design school, artist in residence housing and a library.



What a wonderful and invigorating challenge we at Gale International share with the people of Korea. Within a decade, unprecedented opportunity has risen from reclaimed land to become the most renowned smart, sustainable city-scale project in the world. Tireless effort, undertaken by thousands of dedicated workers, has made Songdo IBD a showplace for this great country.

The economic, intellectual and environmental elements of Songdo IBD will benefit the citizens for generations to come. State of the art design, build and operational technologies deployed in Songdo IBD can be applied to the benefit all Incheon city inhabitants, be it inner city redevelopment or city-wide technology implementation.

Gale International views its commitment to smart, sustainable city-scale development with a great sense of responsibility. The Gale family real estate legacy traces its roots to 1922, with the creation of residential communities in the United States. At its core is a belief that all we accomplish in our cities must directly benefit the citizens of these communities, enhancing their quality of life and providing a better living standard.

Gale International is committed to the importance of **environmental sustainability**. The world can no longer afford to waste natural resources and pollute the environment. Songdo IBD has become a leading example for sustainability. It is being developed to a LEED-ND standard for environmentally responsible development and directly supports Korea's ambition to lead the "Green Growth Export" movement. This city and future Gale International developments serve as an economic engine for growth, as green technologies are innovated, implemented and then exported to the world beyond.

Gale International is committed to deliver an **integrated ICT network** backbone. Technology will make cities more efficient and provide a better quality of life. The development of integrated technologies in Songdo will lead to better jobs, attract multinational corporations and drive investment. Songdo IBD will be the first ever Cisco-powered "Smart and Connected City." In fact, Cisco is committed to create a Global Headquarters for their S+CC in Incheon, to be housed in the NEATT tower. Hundreds of international and domestic knowledge workers will innovate, integrate and implement the latest smart, sustainable city-scale technologies right here in Songdo IBD. Our vision and responsibility for Songdo IBD is focused directly on bringing the best companies in the world to Incheon.

Gale International believes the foundation of every successful development is forged by the "**Power of Partnership.**" By engaging and integrating the best global companies like Cisco, UTC, 3M, KPF and ARUP with leading indigenous companies and market-based multinationals, Gale International projects will showcase the very best in design, engineering and environmentally responsible technologies. These collaborations will drive direct foreign and domestic investment in the economies they serve, creating better jobs, strengthening the economy while growing domestic and multinational companies alike.

At Gale International, we share a passion for our worthy calling and believe that the demands of hard work will be rewarded. We intend to answer the call for future smart, sustainable city-scale development opportunities. These cities will transform the lives of millions of people, respect the environment and create thriving economies.

Stan Gale

Chairman, Gale International

Chairman, CEO & Representative Director, NSIC

A city-scale development pioneer, Stan Gale seeks to transform the human experience by taking a holistic, integrated and innovative development approach to the creation of unique living and working environments.

Residence: Songdo-dong, Yeonsu-gu, Incheon, Korea
Birthday: September 6, 1950
Birthplace: Huntington, New York, USA
Family: 1 son and 2 daughters
Religion: Catholic – Church Of St.Patrick, Huntington, NY

EDUCATION

1968 Cold Spring Harbor High School (Huntington, New York)
1972 Bachelor of Arts in Economics, Rollins College (Winter Park, Florida)
1973 Master of Business Administration, Roy E. Crummer School of Business and Finance, Rollins College (Winter Park, Florida)

EXPERIENCE

1972 – 1976 Sales & Management Residential Real Estate, Daniel Gale Agency (Huntington, New York)
1976 – 1984 Senior Marketing Consultant, Grubb & Ellis Commercial Brokerage Group (Newport Beach, California)
1985 Recruited to become President of the Sammis Company, Northeast Region
1986-1990 Gale develops 3 million square feet of Class A office space and master plans 3,000 acres of land in Northern New Jersey
1991 Gale acquires Northeast operating company from Sammis
1991-1994 The Gale Company developed, managed and leases over 23 million square feet of institutionally owned real estate
1995 Gale, JP Morgan Investment Management and Morgan Stanley Real Estate Funds develop over \$1 billion of commercial real estate
2000 Gale develops One Lincoln Street, Mixed Use Commercial, downtown Boston MA
2001 Gale selected by Incheon City and ROK Central Government to develop Songdo IBD
2002 New Songdo International City Development, LLC formed with POSCO E&C, Gale assumes majority ownership and leadership duties
Gale establishes International Advisory Board. Founding members include: Ambassador Thomas Hubbard, Governor Christie Whitman, Dr. C. Fred Bergsten, Ambassador Don Gregg, Minister Doo-yun Hwang
2004-2006 Groundbreaking of key Songdo IBD projects: Convensia, The # First World, 2, Chadwick International School Songdo
2005 Gale employs over 1000 people in 20 offices in US, Europe, Africa, Middle East and Asia, clients served include ATT, Verizon, Panasonic, Glaxo Smith Klein, Prudential, Siemens

Stan Gale

Chairman, Gale International

Chairman, CEO & Representative Director, NSIC

2006	The Gale U.S. Real Estate Services Company sold to Mack-Cali for \$500M, Gale focuses efforts on international projects
2007	Songdo IBD groundbreaking of Northeast Trade Tower and Central Park
2009	Phase One of Songdo IBD complete: Central Park, Convensia, First World, Sheraton Hotel
2010	Key Songdo IBD projects completed: Chadwick International School Songdo, Jack Nicklaus Golf Club Korea, Posco E&C HQ, Canal Walk, Central Park I
2010	Songdo IBD Phase Two under development with planned completion by 2014

HONORS

1971	All-American, Division II Soccer - Southern Region, National College Athletic Association, Rollins College
1983	Top Overall Salesperson, Grubb & Ellis Commercial Brokerage Group
1990	Man of the Year, Garden State Ballet
1991	Sports Hall of Fame, Rollins College
1992	Developer of the Year, NAIOP - National Association of Industrial and Office Parks
1993	Entrepreneur of the Year, <i>Inc. Magazine</i>
1994	Blue Chip Enterprise Award, U.S. Chamber of Commerce and <i>Nation's Business Magazine</i> .
1996	Top 100 Business People in New Jersey, <i>Business News</i>
1997	Achievement Award in Business and Community Service, Rollins College
1999	Morgan Stanley Real Estate Fund (MSREF) Entrepreneur of the Year
2005	Humanitarian of the Year, UJA New York Chapter
2009	Charter Day Grand Honoree, Fairleigh Dickinson University

PROFESSIONAL AFFILIATIONS

2006-present	U.S.-Korea FTA Business Coalition Steering Committee member
2006-present	The U.S.-Korea Business Council - Member of the Executive Committee
2004-present	The Korea Society
2004-present	U.S. Korea Chamber of Commerce
2004-present	U.S. Chamber of Commerce
2000-2006	Special Olympics of New Jersey - Chairman
2000-present	Minority Ownership, New York Yankees Major League Baseball Franchise
2000-present	Minority Owner YES Network, Broadcast Cable Network

PHILANTHROPIC ASSOCIATIONS

Park Avenue Foundation – Charter Member, Board of Directors
Huntington Hospital – Benefactor
Heckscher Museum of Art – Benefactor
Cold Spring Harbor Laboratory – Benefactor
St. Johnland Nursing Center -- Benefactor