

**FOR IMMEDIATE RELEASE**

**Thursday 22<sup>nd</sup> October 2009**

**Mayfair Capital, L&B Realty form partnership**

Mayfair Capital Investment Management Ltd. and L&B Realty Advisors LLP have entered into a partnership to invest in the UK property market on behalf of L&B's US pension fund clients. The joint venture, L&B Mayfair Partners, is expected to invest \$250 million over the next two years.

By gaining exposure to UK commercial property, North American clients of L&B will be able to capitalise upon attractive valuations, made even more appealing by the current exchange rate. L&B currently manages \$4 billion of property assets in North America on behalf of several state, municipal and corporate pension funds.

James Thornton, Fund Director at Mayfair Capital, commented:

"L&B is culturally very similar to us, being owner-managed with a strong client focus and a performance-oriented approach. We believe that on a three to five year view, the UK market offers good value for income-seeking investors. We are delighted to be working in partnership with L&B and enabling their clients to diversify their property exposure into the UK."

Adam Smith, L&B's CEO, noted:

"For many reasons the UK was a logical first step for L&B to enter into the international commercial property market. Rather than wait to grow the capability organically or go to the expense of acquiring it, we decided to form a partnership with a high calibre firm. L&B is unwavering in our disciplined approach to commercial property investing and Mayfair echoes this philosophy. They are a firm upon which we can rely to make good investment decisions for our clients."

**—Ends—**

**For further information, please contact:**

Emma Baldock or Abigail Koch at Quill PR  
Emma Baldock : T: 020 7758 2237; E: emma@quillpr.com  
Abigail Koch: T: 020 7758 2238; E: abigail@quillpr.com

Photos of James Thornton are available upon request.

## Notes to Editors

### **Mayfair Capital Investment Management**

[www.mayfaircapital.co.uk](http://www.mayfaircapital.co.uk)

Mayfair Capital was formed in June 2002 as an independent property fund management business designed to service charities, private investors and pension funds. It currently manages £150 million across discretionary mandates and four funds, and has £50 million in assets under advisement.

Founders Guy Brogden and James Thornton have complementary skills, with James having a background in fund management and Guy having been involved in investment transactions for nearly 30 years. Both James and Guy were partners at Jones Lang Wootton (now Jones Lang LaSalle) in the 1980s and '90s. James subsequently left to become Head of Fund Management at Savills.

### **L&B Realty Advisors**

[www.lbrealty.com](http://www.lbrealty.com)

For over 30 years, L&B has built its reputation as a results-oriented investment adviser by achieving predictable returns in assets with low volatility. It has \$4 billion under management on a separate account basis. In its capacity as a general partner, L&B Realty Advisors manages an additional \$350 million in two value-added private equity real estate funds on behalf of tax-exempt institutional clients and high-net-worth investors.