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20 RISING
STARS
REAL ESTATE

Robbie Antonio

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535

20 RISING STARS

REAL ESTATE

By Mark Malyszko

Institutional Investor News' third annual issue of *20 Rising Stars of Real Estate* showcases up-and-coming commercial real estate investors, developers, brokers, fund managers, lawyers and lenders who are likely to impact the global real estate markets in the years to come.

Nominees are submitted by professionals throughout the real estate industry and are vetted and selected by the editorial staff. The selected individuals meet the criteria of having demonstrated expertise, dedication and consistency in their careers, indicating they will likely be the trendsetters of the future.

The winning nominees represent a diverse mix of industry players, including six lenders, three investment bankers, two investment managers, two developers, two property investors, two property brokers, two lawyers and a consultant. The scope of their focus is equally as diverse, as they have worked on deals ranging in size from \$500,000 loans for small projects to billion-dollar developments.

Furthermore, 20% of this year's Rising Stars are based outside the United States, including 10% in Europe, and each represents a different country. While that may seem like further validation of the global expansion of the commercial real estate markets, stronger support comes from the additional 10% of Rising Stars that have expanded or are looking to expand their focus beyond the U.S.

Other noteworthy points about our Rising Stars:

- 30% are located in California and 25% in New York, all of which are based in New York City;
- 30% have an M.B.A. and 15% hold a different master's degree, including one who has an M.A. in geology;
- 10% hold a juris doctorate and another has an undergraduate degree in law;
- 25% are founders of their own firm and 15% are presidents or CEOs of someone else's firm;
- 15% work in family businesses;
- 25% said the company they most admire is Apple;
- Their average age is 37 (the youngest being 30 and the eldest being 41).

Selecting the final 20 Rising Stars was a difficult task, as many outstanding individuals were nominated. We would like to thank the nominees and those who nominated them for making this list possible, and we look forward to charting the professional progress of our Rising Stars in the years to come.

So, without further ado, here are our Rising Stars, listed alphabetically by surname.

10 REAL ESTATE RISING STARS

MARCH 2008

MAR
2008

536

I.

ROBBIE ANTONIO

Founder and President
Antonio Development, New York
Age: 30

Education: Northwestern University
(B.A. in Economics); Stanford
Graduate School of Business
(M.B.A.)

Mentor: Jose Eduardo Antonio,
Chairman, Antonio Group of
Companies, and Philippine
ambassador to China

A second generation real estate developer, Antonio launched his own firm - Antonio Development, the real estate development arm of the Antonio Group of Companies - in 2005 to focus on super-luxury projects in the most recognized U.S. submarkets. "Real estate has been in my DNA pretty much since I have been in my mid-teens," Antonio said, attributing that to his father's mentoring.

In 2007, Antonio Development acquired a 110,000-square-foot parcel in New York City's Plaza District for the development of The Centurion, a residential project being built in partnership with Stillman Development International and designed by architect I.M. Pei. The project represents the first ground-up residential development in more than 20 years on the Fifth Avenue corridor between Saks Fifth Avenue and Central Park.

Antonio Development always puts its own equity into developments, Antonio noted, adding that the challenges come in acquiring sites, such as the Plaza site in Manhattan for The Centurion project. Successfully obtaining the site was the result of a combination of factors, including demonstrating an ability to obtain financing, bringing on a renowned



architect and establishing that the development project itself would contribute to the community. "It took a lot of convincing," he added.

Besides overseeing his own firm, Antonio serves as a board member for the Antonio Group of Companies - one of the largest private real estate groups in Asia - and structured its deal for an 8.5 million-square-foot mixed-use development at Century City, which is the last remaining parcel of undeveloped land in Manila's central business district. He also serves on the board of directors for the J. Antonio Foundation, the Antonio family's corporate social responsibility arm, which promotes better health and social welfare, a clean environment and quality education in the Philippines.

Looking forward, Antonio is expanding his company's focus to South America and Europe. "I'm personally spearheading the global strategy," he said, adding that he is leading a team of five in the initiative.

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