

MACK PRIOLEAU

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Majors in Real Estate and Entrepreneurship & Innovation

2021 – 2023

- Leadership: Real Estate Club – *Board Member (Speaker Series)*; Venture Foragers – *PropTech Team*
- Membership: Entrepreneurship, PE / VC, Future Mobility, Ski & Snowboard, Hockey, and Golf Clubs
- GMAT: 740 (97th Percentile)

VANDERBILT UNIVERSITY

Nashville, TN

Bachelor of Arts; Major in Economics; Minors in Corporate Strategy and Financial Economics

2013 – 2017

- Leadership: Division I football player; voted Scout Team Player of the Week, earning a spot on the travelling roster
- Study Abroad: South Africa at the University of Cape Town (Fall 2015)

EXPERIENCE

HILLWOOD

Dallas, TX

Global real estate firm that has developed and acquired over 230M square feet of industrial logistics facilities since 1988

Associate (Europe Team)

2020 – 2021

- Managed the relationships for Hillwood's British joint venture development partners with whom Hillwood committed £300M+ of equity for the development of 7.0M+ square feet of industrial real estate between 2018 and 2021
- Identified 2.8M square feet of new industrial development opportunities throughout the UK during the first half of 2020, doubling Hillwood's annual UK development pipeline
- Conducted financial analyses, directed due diligence, and worked across business units to help source Hillwood's first debt facility in the UK, a £208M loan from Blackstone used to finance 29 buildings totaling 2.4M square feet
- Implemented an automated project reporting software through Salesforce to push live updates to the executive team in Dallas, eliminating communication challenges with development partners in London
- Traveled to the UK with the executive team for site visits and meetings with our partners to gather market and site data used in the Investment Committee approvals for developments in 11 UK markets

Senior Analyst (United States Team)

2019 – 2020

- Led and trained a team of four analysts responsible for preparing financial analyses and investment memoranda for developments, acquisitions, leases, and dispositions for industrial real estate assets across the United States
- Assisted the CFO and CEO on major capital markets initiatives, leading the financial analyses for a \$2.0B portfolio disposition to Stockbridge in 2020 and a \$1.1B equity raise in 2019, each of which were Hillwood's largest to date
- Oversaw the market research and underwriting for the Waterfront redevelopment, a 500K square foot biotech campus for Exelixis in Alameda, CA, which became Hillwood's first and only investment in life sciences real estate
- Recipient of the 2019 Employee of the Year Award, which is presented annually to an individual that "epitomizes Hillwood's values of integrity, respect, excellence, and teamwork and has consistently exceeded expectations"

Financial Analyst (United States Team)

2017 – 2019

- Produced financial models and due diligence for industrial real estate deals representing over \$410 million in committed private equity capital across three fund vehicles focused on major industrial markets across the United States
- Supervised a twelve-person cross-divisional team to assemble the annual budget presentation for business unit, which was reviewed and approved by Hillwood's Chairman, Ross Perot, Jr
- Generated 48 lease approval packages, inclusive of internal credit reviews and sensitivity analyses, which were distributed to the Operating Committee with a 100% approval rate
- Collaborated with local brokers to compile a case study on CentrePort, a 1,300-acre mixed use development in Fort Worth, TX, presented the case to the SMU Cox Real Estate Club and led the discussion afterwards

ADDITIONAL INFORMATION

- **Community Involvement:** "Fishing Buddy" and board member for the Texas Chapter of Reel Recovery, a non-profit that conducts free fly fishing retreats for men battling cancer; VP of the North Texas Food Bank Young Professionals Committee
- **Technical Proficiencies:** Argus Enterprise
- **Professional Organizations:** Zell/Lurie Center, NAIOP
- **Languages:** Conversational proficiency in Spanish
- **Interests:** Training Labrador Retrievers at Kanati Kennels in Brownwood, TX; Surfing around the world (each continent but Antarctica); Fly fishing in high elevation streams of Southwestern Colorado and saltwater flats of the Gulf of Mexico