

BLAIR HAGKULL

BIOGRAPHY – OCTOBER 2012

Blair Hagkull has played a leading role in some of the world's largest real estate developments and investments in the past 25 years in North America, Asia, the Middle East and Africa. He has developed strategic management expertise and leadership skills in international real estate advisory, development and investment organizations.

Blair is currently an Advisor to Jones Lang LaSalle (jll.com), a leading global real estate services organization and has served as International Director and Managing Director of Jones Lang LaSalle Canada. He is also a Trustee of the League IGW Real Estate Investment Trust.

Blair started his real estate career with Concord Pacific Group (concordpacific.com) and served as group vice president. During the 1990s Concord was North America's top master-plan real estate developer and built Canada's two largest urban neighbourhoods – Concord Pacific Place on False Creek in Vancouver and CityPlace on the former railway lands in downtown Toronto.

As Emaar Properties' (emaar.com) General Manager, Marketing and Sales, based in Dubai, United Arab Emirates, Blair was responsible for Group marketing and sales of a multi-billion dollar portfolio. His sales team introduced the marketing of freehold real estate in the Arabian Gulf region.

Blair then established RSP Group, a real estate investment services organization that operated in more than 20 Middle East and North African countries, advising on real estate projects worth more than \$300 billion. Following Jones Lang LaSalle's acquisition of RSP, Blair served as founding co-Managing Director, and then Chairman of the Firm's market-leading business throughout the Middle East and North Africa.

Blair has participated in many real estate policy forums and has been a frequent commentator on global real estate and investment trends.

Blair is active in a wide-range of community and corporate groups. He is currently a Director of the Children's Health Foundation of Vancouver Island (formerly the Queen Alexandra Children's Foundation), member of the Finance Committee of the Board of St. Michael's University School, member of the Institute of Corporate Directors of Canada and the Victoria Golf Club.

Blair has served as Chairman of the Urban Land Institute, Middle East and Africa, Trustee of the American School and enjoys coaching youth sports. Blair and his wife Tracey have two children, Sarah and Matthew, and live in Victoria, B.C.