

**Casey & Sayre, Inc.**

11835 W. Olympic Blvd., Suite 1285  
Los Angeles, California 90064

# News

For: **LOWE ENTERPRISES INVESTORS**

Date: May 29, 2012

Contact: Karen Diehl  
(310) 473-8090

**LOWE ENTERPRISES INVESTORS, THE GUARDIAN LIFE INSURANCE COMPANY  
OF AMERICA AND MAJOR PUBLIC PENSION FUND FORM  
NATIONAL DEBT INVESTMENT PROGRAM**

LOS ANGELES – Lowe Enterprises Investors (LEI) and The Guardian Life Insurance Company of America (Guardian) announced today the formation of LEI Senior Finance, LLC, a venture with a major public pension fund that will invest approximately \$164 million in high loan-to-value senior debt secured by hotel, office and multi-family assets in major markets throughout the United States.

“LEI’s successful track record of investing in debt secured by transitional hospitality and commercial assets speaks to our skilled underwriting of recovering properties. Our affiliation with Lowe Enterprises, a best-in-class operator, makes us a better investor for our clients by providing us first-hand asset and market knowledge, and a better lender for our borrowers because we understand asset operations and borrower needs,” said Bleecker Seaman, CEO of Lowe Enterprises Investors. “This venture demonstrates the continuing benefit of our strategic relationship with Guardian, as they join us in partnering with sophisticated pension fund clients to pursue targeted investment strategies.”

LEI Senior Finance, LLC will target senior debt investments in operating assets, with a special focus on hotel, office and multifamily assets. The program will provide financing otherwise unavailable from traditional lenders on transitional properties or stabilized properties in need of capital to refinance existing loans. The venture anticipates making 10 to 15 loans in the \$10 million to \$20 million range.

### *About The Guardian Life Insurance Company of America*

A mutual insurer founded in 1860, The Guardian Life Insurance Company of America and its subsidiaries are committed to protecting individuals, business owners and their employees with life insurance, disability income insurance, dental insurance products, and offer funding vehicles for 401(k) plans, annuities and other financial products. Guardian operates one of the largest dental networks in the United States, and protects more than six million employees and their families at 115,000 companies. The company has approximately 5,000 employees in the United States and a network of over 3,000 financial representatives in more than 80 agencies nationwide. For more information about Guardian, please visit: [www.GuardianLife.com](http://www.GuardianLife.com).

### *About Lowe Enterprises Investors*

Lowe Enterprises Investors provides real estate investment management services on behalf of a select list of institutional and high net worth clients and partners through both individually managed and commingled fund relationships. The firm has been responsible for \$6 billion in real estate assets, including commercial, hospitality and debt investments, since inception in the late 1980s. Lowe Enterprises Investors has been a leading value-added investor through multiple cycles, employing equity and structured debt in its investment strategies. LEI is an affiliate of Lowe Enterprises, Inc. a Los Angeles-based full service real estate investment, development and management firm. Lowe Enterprises, founded in 1972, marks its 40th year in business in 2012.

# # #