



EVERYTHING MATTERS

GLOBAL REAL ESTATE SUMMIT 2010



J. Allen Smith
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Allen Smith is chief executive officer of PREI, Prudential Financial Inc.'s, real estate investment management and advisory business. PREI offers a broad range of investment opportunities and investment management services through specialized operating units in the United States, Europe, Asia and Latin America.

Mr. Smith, who has been with Prudential for more than 20 years, most recently oversaw PREI's US operations. Previously, he led PREI's core investment activities, including its flagship equity real estate portfolio, a series of closed-end funds for German institutional investors and Prudential's product for defined contribution plans called the Prudential Retirement Real Estate Fund (PRREF). He is also a member of PREI's Investment and Business Management Committees.

During his career at Prudential Financial, Mr. Smith has held positions in portfolio management, asset management, equity research, corporate finance, strategic planning and administration. Before Prudential, he worked as an assistant to the chief financial officer of the Wyndham Hotel Company.

Mr. Smith received his bachelor's degree in sociology in 1980 from Cornell University and earned a masters degree in 1986 from Cornell's School of Hotel Administration. He is a member of PREA and the Urban Land Institute and serves on the advisory board of Cornell University's Program in Real Estate.

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