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GLOBAL REAL ESTATE SUMMIT 2010



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Ross L. Smotrich joined Barclays Capital in September 2008 and is currently a managing director and senior research analyst following the real estate investment trust (REIT) and real estate securities sectors. Previously, Ross had joined Lehman Brothers in June 2008 after ten years as a senior managing director at Bear Stearns, following four years as a senior equity analyst at Merrill Lynch.

Ross has ranked in the *Institutional Investor's* "All-America Research Team" survey five times and has twice been named to *The Wall Street Journal's* "All-Star Analysts" survey (earnings forecasting).

Before moving to sell-side research, Ross was a real estate banker for Chemical Bank doing lending, investment banking and workout. He earned an M.B.A. from Columbia University in Finance/Real Estate and a B.A. from the University of Pennsylvania in Diplomatic History/International Economics.

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