

GLOBAL REAL ESTATE SUMMIT 2017



Pamela J. Herbst

Managing Director, Head of Direct Investments
AEW Capital Management

Pamela Herbst is a Managing Director at AEW and Head of the Direct Investment Group. As the Head of AEW's Direct Investment Group, she is responsible for all of the firm's investment activities on behalf of core and value-added clients. In this capacity, Ms. Herbst oversees the investment activity of approximately \$26.1 billion of gross assets (as of December 31, 2016) invested in nearly all property types including new investment transactions totaling approximately \$2 billion/year.

She is also a member of the firm's Management Committee, Investment Committee and Risk Management Committee. Over her 30+ year career with AEW, Ms. Herbst has served in a variety of roles that have encompassed asset management, portfolio management and acquisitions.

In addition to holding a number of industry certifications, she is former Chair and Board member of the National Association of Real Estate Investment Managers (NAREIM), past Treasurer of the Executive Committee and a member of the Board of Directors of the Massachusetts Chapter of the National Association of Office and Industrial Parks (NAIOP), an active member of the Urban Land Institute (ULI) where she has served as a Trustee, a member on the Awards for Excellence Committee, a council chair, and ULI's Investment Committee. Ms. Herbst also served as Chair and Vice Chair of the Board and Chair of the Real Estate Committee for The Home for Little Wanderers, the oldest family service organization in the US.

Ms. Herbst is a graduate of the University of Massachusetts (B.A.) and Boston University (M.B.A.).

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