

- 2017-** **PROJECT PARTNERS INTERNATIONAL** Warsaw
Founder and Managing Principal
- Established real estate advisory practice focused on providing developers and investors with investment-related services in Poland and central & eastern Europe. Recent assignments in Poland, Latvia and Bosnia.
- 2002-2016** **COLLIERS INTERNATIONAL POLAND** Warsaw
Partner; Director of Investment and Development Advisory Services
- Established and managed Investment Services group comprised of six professional staff, with responsibility for originating, coordinating and/or closing over 30 property investment transactions in Poland with a gross capital value of over EUR 1.7 billion.
- 1999- 2001** **ARTHUR ANDERSEN** Warsaw
Senior Manager, Real Estate
- Advised international and domestic investors on project feasibility and financing strategies. Successfully sold major office development site in Warsaw to international investors. Negotiated development financing and management agreement for four-star Warsaw hotel.
- 1997-1999** **CAPITA** Warsaw
Country Manager
- Established permanent office in Poland for UK-based international construction and development consultancy. Responsibility for office management, recruitment and business development of 20-person practice. Secured eight major projects/ clients including Holiday Inn, Hyatt Hotels, ING Real Estate with total fee value of approximately USD 7 million.
- 1996-1997** **WARSAW FINANCIAL CENTER** Warsaw
Project Director; President, Warsaw Financial Center sp.zo.o.
- Responsibility for administering all development activities on behalf of ownership—including financing, construction, marketing, and leasing—for a 70,000 m² USD120 million office project in central Warsaw. Hired staff and consultants, reported to owners and EBRD. Assured project compliance with schedule and budget.
- 1995-1996** **INDEPENDENT CONSULTANT** Chicago
Real Estate Development
- Performed commercial office, residential and stadium feasibility studies and valuations for projects in Chicago and Atlanta.
 - Developed redevelopment strategy for landmark hotel-office-entertainment Marina City complex, Chicago
 - Analyzed building management operations for LaSalle Partners.
- 1992-1995** **MBA studies**, Northwestern University, Evanston Illinois
London Business School, London
- 1990-1992** **RICARDO BOFILL ARCHITECTS** New York City and Barcelona
Director of Development
- Coordinated international marketing and business development program targeted at select, high-profile investors.
 - Negotiated and administered design contract with major developer for USD 200 million, 60-story office building in downtown Chicago.
 - Coordinated development issues for thirty staff designing the 400,000 m² "Diagonal Mar" project in Barcelona.

- 1988-1990 **PERKINS & WILL** Chicago and New York City
Director of Urban Planning
- Created design guidelines for numerous corporate headquarters, schools, parks and town centers.
 - Coordinated master planning for 750 acre (325 ha.) Sears Merchandise Group office park.
 - Responsible for all business development efforts in urban planning and design.

- 1983-1988 **PUBLIC DEVELOPMENT CORPORATION**, New York City
Senior Development Manager
- Managed public approval process for strategic economic development projects:
 - 10-acre (4.3 ha) Columbia University Research Park
 - 100,000 m² Financial Exchange tower, Manhattan
 - Prepared and monitored development agreements for private developers and government agencies.

- 1979-1983 **ECONOMIC DEVELOPMENT COMMISSION**, City of Chicago
Senior Planner
- Secured and managed USD 47 million in federal development financing for office and industrial economic development projects.
 - Negotiated development permits with city and state government agencies
 - Developed financing proposals for downtown theatre district and proposed 1992 world's fair.

EDUCATION **KELLOGG GRADUATE SCHOOL OF MANAGEMENT**
NORTHWESTERN UNIVERSITY
MBA, concentration in strategy and finance (1995)

UNIVERSITY OF ILLINOIS-CHICAGO
Master's degree, Urban Planning and Policy (1981)

FURMAN UNIVERSITY
Bachelor's degree, *cum laude*, Urban Studies (1977)

- OTHER** **URBAN LAND INSTITUTE, POLAND**
Chairman
- Established ULI council in Poland in 2013
 - Recruited 6-person executive committee
 - Increased membership to 80 as of year-end 2016
 - Established annual "Competitive Cities" conference in Warsaw, May 2015
 - Member, European Urban Regeneration Council

PERSONAL

- Fluent Polish, good knowledge of Spanish, German and French.
- U.S. and Polish citizenship; permanent resident of Poland
- Married, 3 children

John Richard Banka
October 2017

John Banka, founder and CEO of Project Partners International, provides real estate owners and investors Poland, central and eastern Europe— with:

- Commercial analyses of projects, sectors or markets
- Creation and coordination of development projects
- Asset disposals and acquisitions

Prior to establishing Project Partners in 2017, John Banka was a partner at Colliers Poland where he established the investment Advisory group and over 10 years was responsible for closing multiple commercial property investment transactions in Poland with a combined capital value of over € 1,3 billion.

He later established the Development Advisory Services group and advised such projects as:

- “Warsaw One”, a 65,000 m² office tower in the center of Warsaw, for UBS Real Estate. The project and site were sold to Skanska, which will develop the project.
- A 300-hectare new city quarter on the Huta Warszawa property in Warsaw with ca. 3.5 million m² of office, residential, retail, public and R & D uses.
- An 80 ha. brownfield site near Split, Croatia, with 18-hole golf course and 30,000 m² residential village
- A 150,000 m² residential/mixed use project in the center of Sarajevo, Bosnia & Hercegovina.
- A 100,000 m² office and residential project in Riga, Latvia
- A 35-hectare retail and residential project in suburban Riga, Latvia

Mr. Banka came to Poland with an extensive background in economic development and urban design working for the City of Chicago and the New York City Public Development Corporation, and moved permanently to Warsaw in 1996 as the investment manager for the Warsaw Financial Center project. He then joined Arthur Andersen as a Senior Manager with the Corporate Finance & Real Estate Group.

Prior to the 1992 Olympics, he worked in Barcelona as Development Manager for Ricardo Bofill Architects, which had been assigned responsibility for coordinating the development of the city’s waterfront.

John Banka is a graduate of Furman University in South Carolina (B.A. in Urban Studies), the University of Illinois (M.Sc. in Urban Planning & Policy) and earned an MBA from the Kellogg School at Northwestern University in 1995. He later completed a Harvard University Graduate School of Design course in urban retail planning.

He is an active member of the Urban Land Institute, a member of its European Urban Regeneration Council and current Chairman of ULI Poland.