

Biography:

GUS KATSADOUROUS

SENIOR MANAGING DIRECTOR



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Mr. Katsadourous joined GlassRatner Advisory & Capital Group LLC in 2010 as a Senior Managing Director and is a leader in our Real Estate Capital Markets Group. In his role, he provides consulting services to Borrowers and Lenders in Workout situations, litigation support to attorneys and Structured Finance products to our clients across the country. Mr. Katsadourous' focus is in providing advisory services and assisting our clients in raising the capital to complete the capital stack, which would include debt, mezzanine and equity. In addition, Mr. Katsadourous has strategic relationships with institutional and private investors that are always seeking joint venture partners and investment opportunities. Mr. Katsadourous has over 25 years of experience in a variety of roles with Wachovia Bank and Osprey Investment Company, LLC, a large private commercial real estate company. While at Wachovia, he held key roles in senior management in Retail Banking, Corporate Banking and Capital Markets during his 23 year career. His first 12 years were focused on portfolio lending and the last 13 years were focused on the institutional non-recourse sector that included CMBS, Structured Finance, Mortgage Banking, CDO Origination and Private Placements. Mr. Katsadourous was also responsible for creating strategic relationships with alternative capital sources that included Institutional Equity, IPO, Sale Side Advisory and Private Placement alternatives.

In 2008, Mr. Katsadourous joined Osprey Investment Company, LLC as a consultant that lead to a permanent role as head of Debt Acquisitions for their \$150MM fund. While in this role, Osprey purchased approximately \$100MM of debt with returns that exceeded target. He was also a Senior Officer of Osprey, SA (the Holding Company) and was instrumental in restructuring over \$200 Million in debt while with the Company. Osprey is a multi-family private investment group with 4.5 million square feet of commercial properties throughout the Southeast and Michigan. They also have a recreation division that owns eight golf courses and two hotels. Mr. Katsadourous has a strategic alliance with Osprey and its Partners to originate underwrite and manage a commercial real estate portfolio.

Mr. Katsadourous has a proven track record in structuring commercial real estate transactions with volume exceeding \$10 Billion over the past 10 years. In addition, he developed numerous talented team members and has successfully worked with a diverse group of bankers, institutional investors, lenders, developers, borrowers and intermediaries. He has held key roles in Commercial Real Estate in four states that has given him the opportunity to meet most of the major commercial real estate owners in the Southeast.

Mr. Katsadourous has also held his securities license with two Institutions (NASD series 7 and 63). Mr. Katsadourous received a Bachelor of Science in Business Administration with a concentration in Finance from the University of North Carolina at Charlotte. He received his Master of Business Administration from Queens University.