

ERNEST RADY

Biography

By any measure, Canadian born and educated Ernest Rady has had a remarkable life. He has been blessed with intelligence, good instincts, a unique entrepreneurial zeal, an exceptional work ethic, the ability to lead others and passion second to none. He has applied these talents on a broad canvas spanning the full range of entrepreneurial, business, community and philanthropic ventures. While virtually all others would be hanging up their proverbial cleats, for Ernest Rady there are still more challenges and contributions to be made.

The byproduct of Mr. Rady's entrepreneurial zeal today is centered on American Assets Trust, where he serves as Chairman, President and Chief Executive Officer (NYSE: AAT). AAT is a publicly traded real estate investment trust (REIT) with a market value of approximately \$2.8B. Rady founded American Assets, Inc., the predecessor company, in 1967. He also founded Insurance Company of the West (now ICW Group Holdings), a high growth property and casualty carrier, in 1972. While currently CEO of AAT and Executive Chairman of both businesses, Mr. Rady also founded and was Chairman and CEO of Westcorp, a NYSE traded financial services company, which was sold to Wachovia Corporation in 2006. Additionally, Mr. Rady founded two registered investment advisers, which manage hedge funds, mutual funds and separate accounts.

Throughout his career, Mr. Rady's business leadership has been leveraged in a number of endeavors and affiliations. His interests have spanned ownership positions in a range of categories, including beverage wholesaling, radio stations/telecommunications towers, oil and gas, as well as professional soccer and major league baseball. Mr. Rady has also been affiliated with a number of Canadian companies and has significant experience serving on boards of both U.S. and Canadian companies.

Throughout his life, Mr. Rady has been passionate about supporting important causes. His significant philanthropic and volunteer work has been focused on education, the health and well-being of children, and scientific research. Noteworthy charitable donations and beneficiaries have included Rady Children's Hospital, the UCSD Rady School of Management, The Salvation Army, and the Rady Faculty of Health Sciences at the University of Manitoba.

As part of his effort to be an active leader in the community, Mr. Rady's volunteer efforts include serving as the Chairman of the Dean's Advisory Council of the Rady School of Management at UC San Diego, Executive Committee of UCSD's Chancellor's Associates, and serving as a Trustee of the Salk Institute for Biological Science. Additionally, Mr. Rady was past Chairman and Treasurer of Children's Hospital and Health Center of San Diego.

In addition to his charitable work, Mr. Rady is also active in numerous business and other organizations including the Chief Executives Organization (ceo.org) and YPO Gold.

Personal Background

Ernest was born and raised in Winnipeg, Manitoba Canada. He attended the University of Manitoba and earned degrees in Commerce and Law, receiving both the Law Society Award for Academic Achievement in Law and the University Gold Medal in Commerce. He was a member of the Manitoba Bar Association. In 1966 he moved his family to San Diego, California and became a U.S. citizen in 2005.

Throughout Mr. Rady's career, he has been both an entrepreneurial and philanthropic leader of his adopted community and state. He owns and has invested in an array of California-based businesses employing thousands. His charitable endeavors have focused on education, the health and well being of children, and scientific research.

Entrepreneurial Ventures

- President, Chief Executive Officer, and Executive Chairman of American Assets Trust, a publicly traded real estate investment trust with approximately \$2.8B in market value that was listed on the NYSE in January 2011.
- Founder of American Assets Investment Management, LLC, which manages a hedge fund focused on deep value and tax efficient investments in blue chip equity securities.
- Co-Managing Member of American Assets Capital Advisers, LLC, which manages a mutual fund and separate accounts focused on global real estate, including REITs, REOCs and other real estate related securities.
- Chairman of ICW Group Holdings, which is a privately held multi-line property and casualty insurer headquartered in San Diego.

Mr. Rady also founded Westcorp, an NYSE traded financial services holding company headquartered in Irvine, California. As the Westcorp Chairman and Chief Executive Officer, starting with \$850,000 in capital, he grew the company to combined assets of over \$17 billion. In 2006, Wachovia Corporation acquired Westcorp and Mr. Rady became a member of the Board of Directors of Wachovia and Chairman of both Wachovia's Consumer Finance Division and California Banking Division. Wachovia later merged with Wells Fargo Bank.

Earlier Business Endeavors

Previously, Mr. Rady was a principal shareholder in Coast Distributing, a distributor of Anheuser Busch products in San Diego, PAR Broadcasting, which owned radio stations and telecommunications towers in San Diego, and Summit Resources, a publicly traded oil and gas company listed on the Toronto Stock Exchange. He was also an owner of the San Diego Sockers professional soccer team and a partner in the Major League Baseball San Diego Padres franchise.

Corporate Directorships and Other Business Affiliations

Mr. Rady has been a director of numerous companies, including American Assets Trust, Cal Private Bank, La Jolla Bank and Trust Company, La Jolla Capital, Pacific Capital Trading Corporation, Dixieline Lumber Company, Smith Petroleum Company and KHC Plastics. He also has formed multiple real estate investment partnerships and Subchapter S Corporations.

Mr. Rady's affiliations also included many Canadian Companies, including Canadian Sportswear, Olympic Sportswear, Canadian Securities Corporation, Garry Finance, Canpac Enterprises, Ltd., Canada Egg Products, Ltd., Keystone Resources, Ltd. and Summit Resources.

Philanthropy

Volunteer work has always been part of Mr. Rady's effort to be a participating member of the community. He is Chairman of the Dean's Advisory Council of the Rady School of Management at UCSD, and Mr. Rady and the Rady Family Foundation (Mr. and Mrs. Rady's private foundation) donated substantial funds to found a graduate school of management at UCSD, which was renamed the Rady School of Management in appreciation of his support.

Mr. Rady was past Chairman and Treasurer of Children's Hospital and Health Center of San Diego. In 2006, Mr. and Mrs. Rady, along with American Assets, Inc., made a large donation to the hospital, and in recognition it was renamed Rady Children's Hospital.

Community Affiliations

In addition to his charitable work, Mr. Rady is also active in numerous business organizations including Chief Executives Organization (ceo.org), and YPO Gold.

Other past affiliations include his roles as President of the United Jewish Federation and Chairman of the UJF Campaign; Chairman of the State of Israel Bond Campaign; Chairman of the National Conference of Christians and Jews; Director of Junior Achievement; and Director of Children's Aid Society in Winnipeg.

Entrepreneurial and Business Ventures

American Assets Trust

Chairman, President, and Chief Executive Officer

Chairman, President and CEO of American Assets Trust, a publicly traded real estate investment trust with a market value of approximately \$2.8 billion that was listed on the NYSE in January 2011 (ticker: AAT).

Founder of the company's predecessor, American Assets, Inc., established in 1967.

ICW Group Holdings

Founder, Director, and Chairman

Insurance Company of the West was launched in 1971 to focus on underwriting select commercial insurance risks in California. Today it is part of the privately held ICW Group Holdings, a group of multi-line property and casualty insurance carriers providing workers' compensation, earthquake and other property insurance and reinsurance across multiple states. It currently has over \$3 billion in assets and almost 900 employees.

Wachovia Bank

Board member from 2006 to 2008.

Summit Resources

Mr. Rady founded five independent oil and gas companies, including Summit Resources, which was taken public on the Toronto Stock Exchange. He was the Chairman of the Board from 1972-2002.

Westcorp

In 1971 Mr. Rady founded Western Thrift and Loan Company which eventually grew into a 17 billion-dollar-plus enterprise called Westcorp and was a large NYSE-traded financial services holding company. In 2006, Mr. Rady merged the company for \$4 billion into Wachovia, now part of Wells Fargo.

Philanthropy, Community Leadership and Directorships

Rady Children's Hospital (1980 - Current)

Served as Past Chairman, Board of Trustees, Director, and Treasurer and currently serves as an active advisor and Chairman Emeritus; Made Significant Endowment Gifts

In 2006, Mr. and Mrs. Rady and American Assets, Inc. made a significant donation to San Diego Children's Hospital and Health Center to help pay for its new pavilion. In recognition of the

largest gift in its 52-year history, the entire hospital was renamed Rady Children's Hospital. In 2019, Mr. and Mrs. Rady made another very significant donation to support the hospital's master plan to develop and enhance system-wide facilities and institutes of distinction, and to construct a landmark building to support the care delivered through these institutes.

Rady Children's Hospital Foundation (2014)

Genomics Institute Gift

Ernest and Evelyn Rady made a very significant donation to establish the Rady Pediatric Genomics and Systems Medicine Institute, which focuses on preventing, diagnosing, treating and curing childhood disease through genomics and systems medicine research.

Jewish Family Service of San Diego (2018)

Endowment Gift

Ernest and Evelyn Rady regularly contribute, and in 2018 made a significant donation to support the future and long-term sustainability of Jewish Family Service because of the critical role it plays in the lives of tens of thousands of people of all faiths and backgrounds across San Diego County.

The Salvation Army (2017)

Door of Hope Campus and Centre City Campus Gifts

Ernest and Evelyn Rady made very significant donations to The Salvation Army to construct new housing facilities at two San Diego locations. In recognition of these gifts, the facilities will be named The Salvation Army Rady Residence at The Salvation Army Door of Hope Rady Campus, and The Salvation Army Rady Center.

University of Manitoba Rady Faculty of Health Sciences and Max Rady College of Medicine (2016)

Gift to Benefit the Faculty of Health Sciences

Ernest and Evelyn Rady made a significant donation to endow the Faculty of Health Sciences at the University of Manitoba in Canada, which consists of the Colleges of Dentistry, Medicine, Nursing, Pharmacy, and Rehabilitation Sciences. In recognition of the donation, the Faculty was renamed the Rady Faculty of Health Sciences, and the College of Medicine was renamed the Max Rady College of Medicine in memory of Ernest Rady's father, who graduated from the medical school.

Zoological Society of San Diego (2013, 2019)

Gifts to Benefit the San Diego Zoo

Ernest and Evelyn Rady made a significant donation to establish Rady Falls and the Rady Madagascar Habitat at Africa Rocks in the San Diego Zoo. The Radys also made a very significant donation to construct the "NEW Children's Zoo" and to construct and endow a new Animal Ambassadors Program Headquarters. In recognition of the Radys' donation, the program will be renamed the Rady Ambassadors Program, and the new headquarters will be named the Rady Ambassadors Headquarters.

Rady Mother and Child Center at Hadassah University Hospital Mount Scopus in Jerusalem (2015)

Mother and Child Center Gift

Ernest and Evelyn Rady made a significant donation to Hadassah Medical Organization to renovate and construct a facility for pediatric and maternity services at the Hadassah University Hospital Mount Scopus in Jerusalem, including a dedicated, renovated and expanded pediatric emergency room, a dedicated pediatric ambulatory day care facility, and a new delivery department. The facility was named the Rady Mother and Child Center in recognition of this gift.

Rady Hospital for Women and Infants at UCSD Jacobs Medical Center (2014)

Hospital for Women and Infants Gift

Ernest and Evelyn Rady made a significant donation to UC San Diego Jacobs Medical Center to establish a new Hospital for Women and Infants, which was named after the Radys in recognition of their donation.

University of California San Diego Foundation (2006 - Current)

Trustee, Member of Chancellor's Associates and serves as Chairman of the Dean's Advisory Council of the Rady School of Management at UCSD

Ernest and Evelyn Rady donated significant funds to support UCSD's Graduate School of Management, which was named the Rady School of Management in appreciation of this support. The Radys made additional donations to endow the school and ensure its future.

CalPrivate Bank (2011 - Current)

Member, Board of Directors; Chairman of the Loan Committee

Salk Institute for Biological Sciences (2001 - Current)

Current Trustee, Former Chairman of the Finance Committee and member of the Executive and Investment Committees

Scripps Health (2004 - 2010)

Trustee, Chairman of the Investment Committee and served on the Strategic Planning and Finance Committees

La Jolla Capital/Coast Distributing (1979 - 2001)

Former principal shareholder in Coast Distributing, a distributor of Anheuser Busch products in San Diego.

Par Broadcasting

Former principal shareholder in Par Broadcasting, which owned radio stations and telecommunications towers primary in San Diego.

San Diego Padres (1991 - 1999)

Previous partner - Professional Baseball Team

San Diego Sockers, Professional Soccer Team

Past owner – Professional Soccer Team

National Conference Christians & Jews S.D.

Former Chairman

State of Israel Bond Fund S.D.

Former Chairman

United Jewish Federation S.D.

Former President

United Jewish Federation S.D.

Former Campaign Chairman

Community Recognition

USO (United Services Organization) American Eagle Award Recipient 2019

IREM (Institute of Real Estate Management) ICON Award Recipient 2019

Recognizing exemplary leadership and major influence in the real estate industry

Horatio Alger Association of Distinguished Americans Award Recipient 2018

Extremely selective and prestigious award of lifetime membership symbolizing the Association's values, including personal initiative and perseverance, leadership and commitment to excellence.

San Diego Business Journal Most Admired CEO Lifetime Achievement Award 2017

U-T San Diego's 2014 Person of the Year

Nice Guy of the Year 2012

The Nice Guys San Diego

UCSD Chancellor's Medal 2010

One of the Highest Honors given by UCSD for significant support, contribution and service

Ernst & Young Entrepreneur of the Year 2009

National Winner in the Financial Services Category for Insurance Company of the West – Ernst & Young

Lifetime Achievement 2009

Entrepreneur of the Year Awards/Visionary Awards
Lead San Diego

City of San Diego Ernest Rady Day, October 9, 2007

Mayoral Proclamation for community service, leadership

120 Top Influentials 2006

San Diego Daily Transcript

Lifetime Laureate 2006

San Diego Business Hall of Fame
Junior Achievement

Lifetime Achievement in Corporate Governance 2006, Director of the Year

Corporate Directors Forum

Leader of the Year 2006

10 Leaders for San Diego

Founders Award in Leadership for Excellence in Leadership 2006

Pinnacle Awards

University of California San Diego, Rady School of Management

Philanthropist of the Year 2006

San Diego Magazine Charitable Events Registry Art of Giving Award

Business Person of the Year Award 2004

Rancho Santa Fe Technology and San Diego Business Journal

Thomas J. Carter Leadership Award 2003

San Diego Children's Hospital and Health Center