

**QUALITY**®  
made by **AAREAL**



# Real Estate

STRUCTURED  
PROPERTY  
FINANCING

**Aareal**

## Dear clients and business partners

Our approach to property finance? In-depth in all our markets across three continents.



What is your understanding of »quality«?

For us, »quality« is more than just a word. »Quality« is, when expertise meets flexibility, when international setup meets the ability to think outside the box. »Quality« is both our foundation and our promise when we speak about property finance, our core business segment.

We provide property financing solutions on three continents; and since we know that property markets are local, we have built up a broad international network of offices. Currently, we are present in Europe, North America and Asia to make local experts available to you in all relevant investment markets.

In the Structured Property Financing segment, we finance commercial property – in particular, office buildings, hotels, shopping centres as well as logistics and residential properties. In addition to our network of local teams, specific expertise in the hotel, logistics and the retail property sectors is available in specialised teams at the head office. Our local and industry experts work smoothly together to ensure that we provide the necessary competence for each individual transaction.

With this approach, you not only have access to a unique combination of expertise that you can call on according to your individual needs: in addition to a competent, flexible and quick service, we offer you the opportunity to speak to your bank in your preferred language.

## h expertise and flexibility



### WE ARE THE SPECIALISTS FOR THE COMMERCIAL PROPERTY SECTOR

Aareal Bank Group, headquartered in Wiesbaden, is a leading international property specialist. We have been offering financing, advice and other services to the housing industry and the commercial property sector – for more than nine decades. We support our clients in Germany, and in more than 20 different countries across three continents, as a financing partner and service provider. Aareal Bank has built a reputation on the capital markets as an active and reliable issuer of Pfandbriefe (German covered bonds), promissory notes and debt securities.

Our product range comprises all kinds of tailor-made debt financing products that property investors require, including cross-border portfolio financings for which we are able to provide dedicated teams, selected according to the requirements of the individual transaction. The international profile of our Company is not only reflected in the fact that our experts come from more than 30 nations, but also in the structure of our business.

Please make use of our expertise and contact one of our local offices or one of the specialised teams at our head office in Wiesbaden, Germany, and find out what we mean by offering financing solutions as flexible as you need them to be.

Kind Regards,

**Hermann J. Merkens**  
Chairman of the Management Board

**Christof Winkelmann**  
Member of the Management Board

## Real Estate Structured Finance

Next to classic property finance products such as senior mortgage loans, we deliver innovative finance solutions. These solutions include cross-border portfolio facilities as well as a wide range of capital market products including hedging instruments.

Residential  
Properties



Retail  
Properties



Hotel  
Properties



## Our products

- Single asset finance
- Portfolio finance
- Finance of share deal transactions
- Cross-border, multi-jurisdiction facilities
- Arrangement of property debt facilities
- Syndication

Logistics  
Properties



Office  
Properties



Others /  
Mixed



## QUALITY<sup>®</sup> made by AAREAL

”Quality is our highest priority in everything we do. Quality for our clients, our investors and our staff.“

Hermann J. Merkens

We are successful on a sustained basis, as the specialist for the commercial property industry – which we serve in two roles: as a bank, and as a consultancy and IT systems house. We are convinced that our success is due to a single key factor: our quality. For us, »quality« is more than a word. »Quality« is both our foundation and our promise when we speak about property finance, our core business segment.

### **International profile**

Europe, North America and Asia – we focus on developed markets with a favourable risk/return profile. Our employees in each branch or representative office around the world have the necessary local market expertise to assess and value a property’s location and quality.

### **Sector expertise**

Our network is further enhanced by our specialist departments, based at our head office, combining international and cross-border experience with asset-specific expertise. This approach ensures the availability of the local and industry-specific know-how needed for each individual transaction.

### **Efficiency and speed**

Our medium-sized structure ensures short communication lines, quick action, and fast decisions – of course, this also holds true for customised solutions.

### **Long-term relationships**

Long-term client coverage – often by the same contact – is a crucial success factor. We are convinced that the only way to achieve lasting client satisfaction is through personal contact, a constant exchange of views and information, and a precise analysis of our clients’ individual needs.

We take sound decisions – quickly and efficiently. In this way, we develop tailor-made solutions, even for complex financings, in more than 20 countries across the globe. We are partners on an equal footing.



LEARN MORE ABOUT THE QUALITY  
OF AAREAL BANK GROUP

On our videowall under [www.aareal-bank.com/quality](http://www.aareal-bank.com/quality)

**QUALITY**®  
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Structured Property Financing

# OUR DEALS



**Aareal Bank  
Group**



**EUR 630,000,000**

For the financing of a pan-European portfolio of eleven office properties in France, United Kingdom, Germany, Sweden, Belgium, Italy, and the Netherlands

**Arranger, Agent and Sole Underwriter**



**USD 575,000,000**

For the refinancing of 60 Wall Street (Deutsche Bank North America HQ) Manhattan Trophy Office New York, USA

**Administrative Agent and Lender**



### Leadon International Investments

**CAD 716,014,000**

For the financing of 22 hotels across Canada (including major hubs of Vancouver, Toronto, Montréal, Edmonton, Calgary and Québec City)

**Agent, Arranger and Lender**



**GBP 114,000,000**

Investment facility for the financing of The Glades Shopping Centre Bromley, United Kingdom

**Arranger and Lender**

Morgan Stanley



**EUR 250,000,000**

Participation in a senior investment facility for the refinancing of a portfolio of 14 retail assets located throughout Italy

**Lender**



Lending Capacity of up to

**EUR 1,000,000,000**

With an initial amount of EUR 610,000,000 for the financing of 27 prime properties across seven countries in Europe

**Arranger and Underwriter**



a nuveen company

on behalf of the UK Shopping Centre Fund

**GBP 55,500,000**

For the financing of Princesshay Shopping Centre, Exeter in the United Kingdom

**Arranger and Sole Lender**



**USD 133,000,000**

For the refinancing of Park Square – Boston Office Boston, Massachusetts, USA

**Sole Administrative Agent and Lender**

### Cranefield Limited

**GBP 200,000,000**

For the financing of Doubletree by Hilton Tower of London Hotel in London, United Kingdom

**Agent, Co-Arranger, Lender and Security Agent**

Aareal Bank share GBP 100,000,000



**USD 293,725,000**

For the refinancing of senior debt on the Beverly Hilton Hotel and senior construction financing for the Waldorf Astoria Beverly Hills, California, USA

**Administrative Agent and Lender**





**EUR 525,000,000**

For the financing of a portfolio of three office properties in Paris, France

Co-Mandated Lead Arranger and Co-Underwriter



For the financing of the Life Science Center Keilaniemi in Helsinki, Finland

Arranger and Lender



**EUR 263,260,000**

For the acquisition financing of NH Collection Hamburg City, NH Frankfurt Airport, NH München Airport, NH Salzburg City, NH Vienna Airport Conference Center, Radisson Blu Hotel Cologne, Park Hotel Amsterdam Germany, Austria and The Netherlands

Agent, Arranger and Lender



**EUR 138,700,000**

For the financing of the Technology Park portfolio in Cologne, Germany

Arranger and Lender



**EUR 368,220,000**

Investment facility for the refinancing of a prime logistics property portfolio in Germany

Arranger and Lender



**EUR 139,800,000**

For the financing of the Pérésud Office Building Paris, France

Co-Arranger and Lender



**EUR 215,000,000**

For the financing of Tour CBX La Défense, France

Arranger, Agent and Lender



**EUR 120,000,000**

For the investment financing for the office buildings Emilio Vargas 4 & 6 and Rosario Pino 14-16 Madrid, Spain

Arranger, Agent and Lender



**EUR 80,000,000**

For the financing of the acquisition of the office building Noda in Issy-les-Moulineaux, France

Arranger, Agent and Lender



**EUR 201,500,000**

For the financing of a portfolio of 19 prime logistics properties in France

Arranger and Lender





European Joint Venture

**EUR 230,000,000**

For the acquisition financing of the **Quintet Hotel Portfolio** four Hotels in Paris, France and Amsterdam, The Netherlands

**Agent, Arranger and Lender**



**EUR 65,920,000**

For the refinancing of a portfolio of **5 grade A logistics properties** in France

**Arranger and Sole Lender**



TRISTAN  
CAPITAL PARTNERS

**EUR 129,000,000**

For the financing of **Garden Tower office building** in Frankfurt/Main, Germany

**Agent and Lender**



IMMOFINANZ

SPACE TO SUCCEED

For the financing of the **EMPARK Mokotow Business Park** Warsaw, Poland

**Arranger, Agent and Lender**



Morgan Stanley



For the financing of **Millennium City / Millennium Tower** Vienna, Austria

**Lender, Arranger and Agent**



TRISTAN  
CAPITAL PARTNERS

**GBP 153,195,000**

For the acquisition financing of a **portfolio of 9 retail parks** in the United Kingdom

**Arranger and Sole Lender**



Fondo Trophy Value Added managed by IDeA FIMIT SGR

**EUR 415,000,000**

For the financing of a **Trophy Portfolio** located in the heart of Rome, Italy

**Mandated Lead Arranger, Co-Lender and Agent**

Aareal Bank share EUR 232,202,380.95



Alpha Real Trust

**EUR 65,000,000**

For the financing of the **H2O Shopping Centre Rivas Vaciamadrid** Madrid, Spain

**Arranger, Agent and Lender**



## Real Estate Structured Finance

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Scan QR-Code to find out more about our deals:  
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We finance properties on three continents. Scan QR-Code for more information about our deals: [www.aareal-bank-deals.com](http://www.aareal-bank-deals.com)

## Our Teams of Experts

Property investors in today's fast changing markets have specific needs and require flexible and innovative financing structures.

This combination of local market and special industry expertise enables Aareal Bank to offer the best financing concepts possible, designed to meet the specific requirements of our international clients across three continents.

### Local Expertise

- Detailed knowledge of local markets, languages and cultures
- Long-standing local contacts
- On-the-ground presence across three continents

### Dedicated sector know-how

- Hotel
- Office
- Logistics
- Residential Properties
- Retail



Tailor-made property financings for office, hotels, retail and logistics properties, residential property in selected markets



**Thomas Adaemmer,**  
Chief Representative  
and Managing Director  
China



**Senay Azak-Matt,**  
General Manager  
Turkey



**Bettina Graef-Parker,**  
Managing Director  
Special Property Finance



**James Henry,**  
President and Chief  
Executive Officer  
Aareal Capital Corporation



**Jürgen Hetzler,**  
Managing Director  
Aareal Bank Asia Limited



**Rüdiger Staab,**  
General Manager  
Euro Hub, Spain



**Michael Sternicki,**  
General Manager  
Non-Euro Hub, Poland



**Paul Stone,**  
Managing Director  
Non-Euro Hub



**Roman Tapygin,**  
General Manager  
Non-Euro Hub, Russia



**Douglas Traynor,**  
Managing Director  
Aareal Capital Corporation

Whether it is about office buildings, hotels, shopping centers, logistic or residential properties: We support our clients' financing projects in Europe, North America and Asia. Our concentration lies on the financing of existing properties in developed markets with a favourable risk/return profile. At all of their different locations, we offer our clients optimum financing solutions that are individually tailored to their needs.

These financing solutions are the product of true team work: our specialists on site contribute experience in their respective local market, whilst our experts at the head office in Wiesbaden, Germany, deliver their specific sector knowledge.

In total, three asset specialist departments combine international and cross-border experience with specific expertise for the hotel, logistics and retail property sectors.

**Hotel Properties** Aareal Bank's Hotel Properties team provides custom-tailored financing structures for hotel investors. It focuses primarily on lending to first class hotels in prime locations as well as portfolio transactions across Europe and North America, Asia and selected resort destinations.

**Logistics Properties** Aareal Bank has assembled a specialised international Logistics Properties team of property bankers and logistics industry professionals to serve investors, focusing on investments

in logistics and industrial properties. Aareal Bank focuses on the financing of stand-alone projects and portfolios.

**Retail Properties** Aareal Bank's Retail Properties team attends to the specific needs of owners and investors of shopping centres. It provides facilities for investment in shopping centres, retail parks and combined retail and leisure schemes in all the markets we cover.



**Ronald Hoffmann,**  
Managing Director  
Euro Hub, Germany



**Birgitta Leijon,**  
General Manager  
Non-Euro Hub,  
Sweden & Finland



**Antonio Mazza,**  
General Manager  
Euro Hub, Italy



**Bill Redmond,**  
General Manager  
Non-Euro Hub,  
United Kingdom



**Klaus Severin Schöttmer,**  
Managing Director  
Special Property Finance



**Anthony Tuffy,**  
Managing Director  
Aareal Capital Corporation



**Martin Vest,**  
Managing Director  
Euro Hub



**Jean-Louis Watrice,**  
General Manager  
Euro Hub, Belgium/Luxem-  
bourg, France, The Netherlands



**Karl Wilson,**  
Managing Director  
Non-Euro Hub, CEE Markets

## Our Offices



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## Special Property Finance



### Hotel Properties

Scan QR-Code to find out more  
 about our hotel deals



### Logistics Properties

Scan QR-Code to find out more  
 about our logistics deals



### Retail Properties

Scan QR-Code to find out more  
 about our retail deals

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**Aareal Bank  
Group**