



# Hotel

Structured Property Financing

HOTEL  
PROPERTIES

**Aareal**

## Dear clients and business partners

# Our approach to property finance? In-depth expertise and flexibility 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.

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

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## Hotel Properties

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**Our Hotel Properties Team consists of specialised professionals. The team focuses primarily on lending to first-class hotels in prime locations as well as portfolio transactions across Europe, North America, Asia and selected resort destinations, managed by internationally renowned operators.**

Depending on the country the hotel property is located in, our Hotel Properties Team works together with local offices and the local country teams in order to combine knowledge of the product with local experience and expertise. With in-depth knowledge of the hotel industry and resulting understanding of investors' needs, we are able to provide custom-tailored financing structures.

### Contacts

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## The decisive factors: international expertise and financial engineering

Our close client relationships are supported by our in-depth understanding of local markets. We started to develop our international network in 1990 and have continued to increase our geographic coverage ever since. With property financing activities on three continents, we enjoy an excellent market position in property lending.

Aareal Bank offers individual and innovative financing solutions to the property sector. This comprises short-, medium- and long term financing, individual and portfolio financing, whether through direct property acquisitions or the acquisition of shares in property companies, as well as consulting and services.

### Product Range

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.

### Financial products

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



# Deals



**FOUR SEASONS HOTEL**  
*Hotel des Bergues*  
Geneva

**CHF 160,000,000**

For the refinancing of the  
**Four Seasons Hotel  
Des Bergues**  
Geneva, Switzerland

**Agent, Arranger and Lender**



**ELLIOTT**



**THE CHARTRES LODGING  
GROUP, LLC**

**USD 169,260,000**

For the financing of the  
**Sheraton Dallas Hotel**  
Dallas, Texas, USA

**Agent and Lender**



**HEITMAN**

A REAL ESTATE INVESTMENT MANAGEMENT FIRM

**GSA**  
SPACE TO GROW

**AUD 57,000,000**

For the refinancing of  
**Infinity Place Student Housing**  
in Melbourne, Australia

**Arranger** (Aareal Bank Asia Limited)  
**Lender** (Aareal Bank)



**LR**

**GBP 245,000,000**

For the financing of the  
**The Cumberland Hotel & Retail**  
London

**Agent, Arranger and Lender**



**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**



**HENDERSON  
PARK**

**GBP 330,000,000**

For the acquisition financing of the  
**Hilton London Metropole** and  
the **Hilton Birmingham Metropole**  
United Kingdom

**Agent, Arranger and Lender**



For the acquisition and renovation financing of the **Sheraton Frankfurt Airport Hotel & Conference Centre** Germany

**Agent, Arranger and Lender**



For the acquisition financing of the **Hilton Barcelona, Hilton Zurich Airport and Aparthotel, Hilton Paris Charles de Gaulle Airport, Hilton Dresden, Hilton Dusseldorf, DoubleTree by Hilton Hotel Luxembourg, Hilton Strasbourg and Hotel Des Indes, The Hague** Spain, Switzerland, France, Germany, Luxembourg and The Netherlands

**Agent, Arranger and Lender**



For the acquisition financing of **Le Centre Sheraton Montréal Hotel** Canada

**Administrative Agent, Arranger and Lender**



**USD 460,000,000**

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

**Administrative Agent and Lender**



**CAD 287,160,900**

For the financing of a **portfolio of 16 hotels** across Canada

**Administrative Agent, Arranger and Lender**



**EUR 446,700,000**

For the refinancing of the **Project Mountain Portfolio** with 14 hotels in Austria, Belgium, Germany and The Netherlands

**Agent, Arranger and Lender**



# Aareal Bank – Our Offices

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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)



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