

STRUCTURED PROPERTY FINANCING

Aareal

Dear clients and business partners

Our approach to property finance? In-dept 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.

WE ARE THE SPECIALISTS FOR THE COMMERCIAL PROPERTY SECTOR

h expertise and flexibility



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.

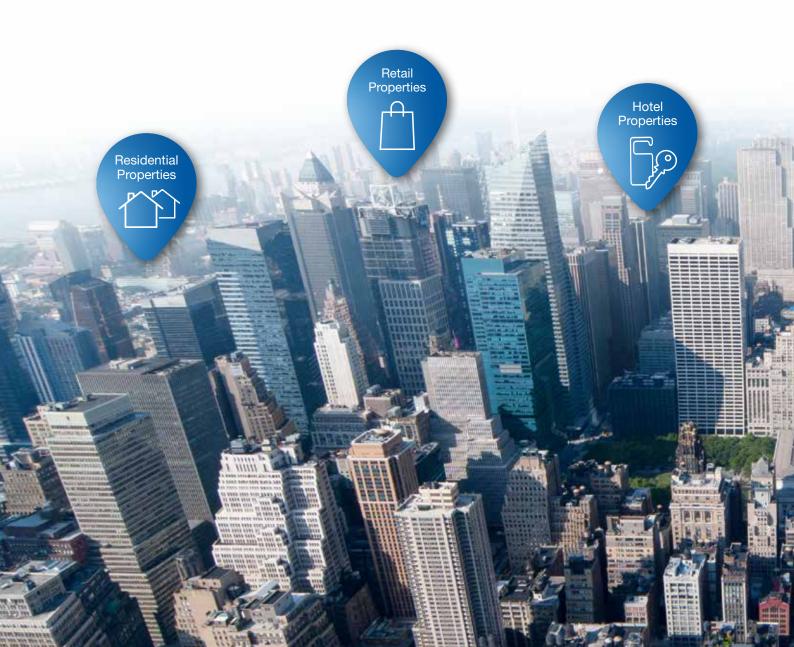
Kind Regards,

Hermann J. MerkensChairman 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.



Our products

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



Quality



"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

Our Deals

We finance properties on three continents.

Scan QR-Code for more information about our deals: www.aareal-bank-deals.com





AUD 57,000,000

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

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





EUR 102,243,000

Cross-border investment facility for the financing of a portfolio of **two prime logistics properties** in The Netherlands and Finland

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



APOLLO

Debt Facility for up to

EUR 800,000,000

For the financing of a pan-European logistics portfolio

Agent, Arranger and Lender



EUR 644,135,000

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

Arranger and Lender







EUR 256,000,000

For the refinancing of a portfolio of **four shopping centers** in Spain

Arranger and Lender



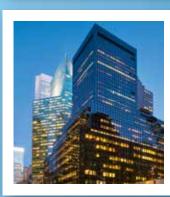




USD 460,000,000

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

Administrative Agent and Lender









USD 315,000,000

For the senior financing of the 575 Lexington Avenue Office Building, New York, USA

Senior Mortgage Administrative Agent and Lender





USD 205,000,000

For the senior financing of 295 Madison Avenue Office and Retail Building in Manhattan, New York, USA

Administrative Agent and Lender



Morgan Stanley

EUR 308,700,000

For the financing of Itis Shopping Center Helsinki, Finland

Arranger and Lender





EUR 432,000,000

For the acquisition financing of Crystal Park office property in Neuilly-sur-Seine

Agent, Arranger and Lender



Project Neptune

EUR 241,700,000

Cross-border facility for the financing of "Project Neptune" consisting of three Amazon Facilities in Spain, France and the United Kingdom

Arranger and Lender











USD 133,000,000

For the financing of the **Datran Center** Miami, Florida, USA

Administrative Agent and Lender





USD 145,000,000

For the senior financing of The Argonaut Building New York, USA

Administrative Agent 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

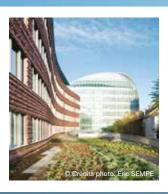




EUR 135,600,000

For the financing of the Galeo - Dueo - Trieo office complex Issy Les Moulineaux, France

Agent, Arranger and Lender





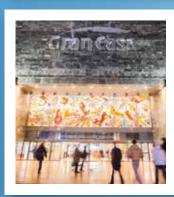




EUR 171,920,000

For the Financing of the Queen Office Portfolio in Germany

Arranger and Lender



Iberian Assets, S.A.

EUR 249,288,000

For the financing of a shopping center portfolio in Spain

Agent, Arranger and Lender



EUR 160,000,000

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

Agent, Arranger and Lender



EUR 420,000,000

For the financing of a class A office property in Paris CBD France

Agent, Arranger and Lender







USD 124,250,000

For the financing of
The Kenwood Collection
Office Building and Retail Center
Cincinnati, Ohio, USA

Administrative Agent and Lender





ECE Progressive Income Growth Fund

EUR 170,000,000

For the refinancing of **Loom Bielefeld**Germany

Arranger and Lender



USD 121,900,000

For the financing of **The Rotunda, a mixed-use property** in Baltimore, Maryland, USA

Administrative Agent and Lender



RXR

USD 275,000,000

For the financing of **61 Broadway Office Building**Financial District Manhattan,
New York, USA

Senior and Senior Mezzanine Lender













GBP 148,800,000

For the financing of Valesco and AIP's purchase of **Cannon Bridge House** London, United Kingdom

Arranger and Lender







USD 45,000,000

For the senior financing of Home2 Suites by Hilton Philadelphia Convention Center Philadelphia, USA

Agent and Lender



★ LONE STAR FUNDS

EUR 137,000,000

For the financing of the acquisition and renovation of

Belles Feuilles office property in Paris, France

Co-Arranger and Co-Lender







For the financing of an **office building on Avenue Hoche**Paris CBD, France

Arranger and Lender



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
 Residence
 - Residential Properties
- Retail









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



Thomas Adaemmer, Managing Director Aareal Bank Asia Limited



Senay Azak-Matt, General Manager Turkey



Anna Ginkel, Managing Director Loan Markets & Syndication



Bettina Graef-Parker, Managing Director Special Property Finance



James Henry,
President and Chief
Executive Officer
Aareal Capital Corporation



Benjamin Richard, General Manager Euro Hub, France



Klaus Severin Schöttmer, Managing Director Special Property Finance



Rüdiger Staab, General Manager Euro Hub, Spain



Paul Stone, Managing Director Non-Euro Hub



Roman Taptygin, General Manager Non-Euro Hub, Russia

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



Patrik Lundström, General Manager Sweden & Finland



Hubert Manturzyk, General Manager Non-Euro Hub, Poland



Antonio Mazza, General Manager Euro Hub, Italy



Bill Redmond, General ManagerNon-Euro Hub,
United Kingdom



Douglas Traynor, Managing Director Aareal Capital Corporation



Anthony Tuffy,
Managing Director
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Martin Vest, Managing Director Euro Hub



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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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