



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[®]

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

Our Deals

We finance properties on three continents.

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



HEITMAN **GSA**¹
A REAL ESTATE INVESTMENT MANAGEMENT FIRM 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)





savills investment management

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

Allianz **VGP**

EUR 644,135,000

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

Arranger and Lender




CASTELLANA
PROPERTIES SOCIMI S.A.
SPAIN. REAL ESTATE. REAL GROWTH.

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
in France

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 – Trio
office complex
Issy Les Moulineaux, France

Agent, Arranger and Lender



© Credits photo: Eric SEMPE



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



TORRE RIOJA
MADRID

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



PREP PROPERTY GROUP

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



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



GENERALE CONTINENTALE INVESTISSEMENTS



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.



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 Tapygin,
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 Manager
Non-Euro Hub,
United Kingdom



Douglas Traynor,
Managing Director
Aareal Capital Corporation



Anthony Tuffy,
Managing Director
Aareal Capital Corporation



Martin Vest,
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Euro Hub



Karl Wilson,
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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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