

QUALITY [®]
made by **AAREAL**



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

Hotel Properties

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.



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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

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



CHF 160,000,000

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

Agent, Arranger and Lender



EDWARDIAN GROUP
LONDON

GBP 180,000,000

For the financing of five
Radisson Blu Edwardian Hotels
**Mercer Street, Bloomsbury Street,
Kenilworth, Grafton,
New Providence Wharf**
London, United Kingdom

Agent, Arranger and Lender



GBP 245,000,000

For the financing of the
The Cumberland Hotel & Retail
London

Agent, Arranger and Lender



USD 169,260,000

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

Agent and Lender

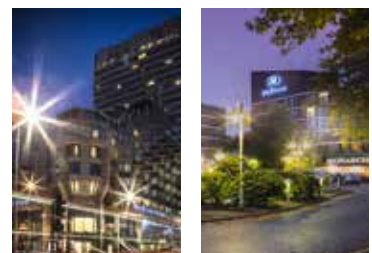


**HENDERSON
PARK**

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, a Luxury Collection Hotel, The Hague
 Spain, Switzerland, France, Germany, Luxembourg and The Netherlands

Agent, 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



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 182,000,000

&

GBP 150,000,000

For the refinancing of a portfolio of
eight Park Plaza Hotels and 1 art'otel
 The Netherlands and the United Kingdom

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



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