

**QUALITY** <sup>®</sup>  
made by **AAREAL**



# Retail

Structured Property Financing

RETAIL  
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,

A handwritten signature in blue ink, appearing to read 'H. Merkens'.

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

A handwritten signature in blue ink, appearing to read 'C. Winkelmann'.

**Christof Winkelmann**  
Member of the  
Management Board

## Retail Properties

**As a result of the increasing global requirements of investors and major retailers, Aareal Bank created the Retail Properties department. It caters for the specific needs of owners of shopping centres in all the markets we cover.**

Our team consists of property bankers with extensive international experience. We provide facilities for investment in shopping centres, retail parks and combined retail and leisure schemes. Our specific know-how and the close cooperation with our international branches enables us to structure deals in an efficient, effective and timely manner.

### 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

Residential Properties



Retail Properties



Hotel Properties



Logistics Properties



Office Properties



Others / Mixed





## Deals



**EUR 135,000,000**

Refinancing of  
**Adigeo**  
Verona, Italy

**Arranger and Lender**



**EUR 63,500,000**

For the financing of the  
**Plaza Mar 2 Shopping Center**  
Alicante, Spain

**Agent, Arranger and 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**



**EUROCOMMERCIAL**

**SEK 441,650,000**

For the refinancing of the  
**Valbo Köpcentrum**  
Valbo/Gävle, Sweden

**Lender**





## Alpha Real Trust

**EUR 65,000,000**

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

**Agent, Arranger and Lender**



Morgan Stanley



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

**Agent, Arranger and Lender**



**GBP 114,000,000**

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

**Arranger and Lender**



**USD 160,000,000**

For the refinancing of  
**Westland Mall**  
Hialeah, Florida, USA

**Agent and Lender**



**USD 210,000,000**

For the financing of the  
**Nike Flagship Store**  
650 Fifth Avenue, New York, USA

**Administrative Agent**  
**and Lender**



Rendering

**TH Real Estate**

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**



# Aareal Bank – Our Offices

## Wiesbaden Head Office

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### Logistics Properties

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### Retail Properties

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## Wiesbaden

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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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