

ACQUISITIONS FACT SHEET

W. P. Carey Inc. (NYSE: WPC), one of today's largest diversified net lease REITs, provides long-term sale-leaseback and build-to-suit capital solutions primarily for companies in North America and Europe. We have a long history of providing capital to publicly traded and privately-held companies, developers, private equity firms and their portfolio companies, as well as liquidity to institutional owners and investors with shorter investment horizons.

W. P. Carey Highlights*

Years of Experience

45

Number of Countries

25⁺

Net Lease Properties

1,200⁺

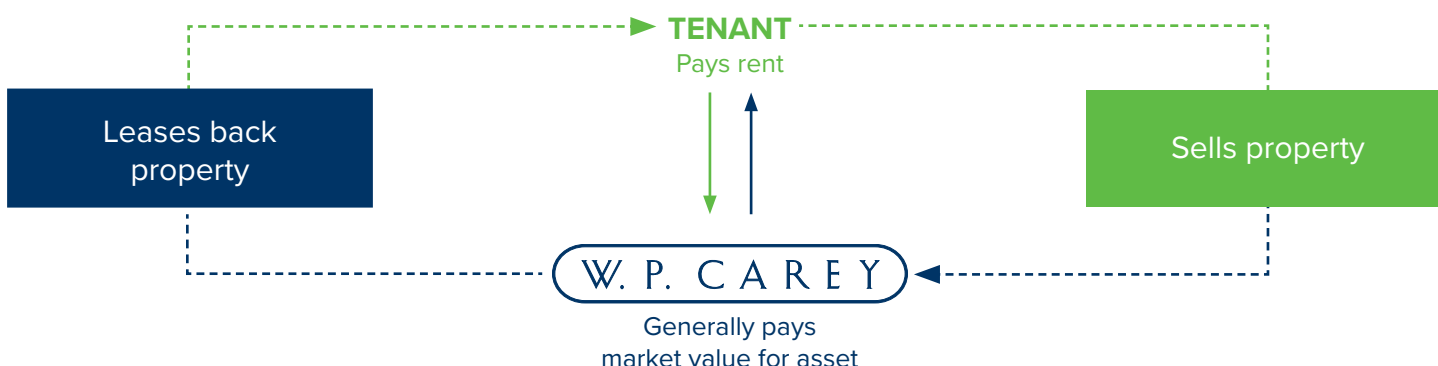
Tenant Industries

30⁺

*As of 6/30/18

Sale-Leaseback Transactions

In a sale-leaseback transaction, a company sells W. P. Carey its real estate assets for cash and simultaneously signs a long-term lease. Through a sale-leaseback a company is able to convert one or more critical assets into working capital.



Investment Criteria

Occupancy: Single-tenant

Purchase Price: \$5 to \$500 million

Locations: North America and Europe

Property Types: Industrial, warehouse, office, select retail, other specialized assets

Transaction Types

- Sale-leaseback transactions for single-tenant assets
- Build-to-suit projects, including construction financing
- Purchase of existing net lease properties

Special Circumstances

- Multi-site properties
- Cross-border, multi-jurisdictional transactions
- Critical timing constraints
- Specific structuring needs
- Forward funding commitments
- Multi-partner transactions

Unique Capabilities

- Underwriting of emerging, leveraged and turnaround credits, specialty real estate (i.e. labs and other hi-tech facilities)
- Expeditious underwriting and closing process
- Ability to underwrite cross-border transactions

Sale-leaseback Solutions and Advantages

- Unlocks the current value of critical operating assets
- Provides immediate access to capital to reinvest in tenant's core business
- Allows tenant to retain full operational control of the facilities
- Provides growing company with funding for additional facilities, new technology, equipment, R&D, etc.

TAILORED CAPITAL SOLUTIONS

	Tenant	Use of Proceeds	Property Type & Location	Estimated Purchase Price ¹
	ABC Group Inc. Portfolio company of a NY-based, global PE firm with more than \$30 billion under management	<ul style="list-style-type: none"> • Return capital to investors • Pay down debt • Fund working capital 	Portfolio of industrial facilities and one office across the U.S., Canada and Mexico (three U.S. states)	\$141 million
	Nord Anglia Education Inc. Portfolio company of one of the largest independent PE firms in Asia	<ul style="list-style-type: none"> • Fund future acquisitions and planned construction/expansion projects 	Three education facilities in the U.S. (two states)	\$296 million ²
	Forterra Portfolio company of a global PE firm with aggregate capital commitment totaling more than \$70 billion	<ul style="list-style-type: none"> • Fund add-on acquisition to help tenant achieve the scale and flexibility needed to complete IPO later that year 	Portfolio of industrial facilities in the U.S. (22 states)	\$218 million
	Schneider Electric Global specialist in energy management and automation, with a presence in more than 100 countries	<ul style="list-style-type: none"> • Provide exit capital for a local developer and their real estate private equity partner 	LEED-certified, Class-A office HQ and R&D facility in the U.S. (Andover, MA)	\$56 million
	Pendragon PLC Leading automotive retailer in the U.K. with more than 225 franchise locations and a range of luxury car brands	<ul style="list-style-type: none"> • Provide timely exit funding for U.S. hedge fund through single-transaction structure for entire portfolio 	Portfolio of auto dealerships across the U.K.	£231 million
	State of Andalucía Government of the State of Andalucía	<ul style="list-style-type: none"> • Reduce debt and redeploy capital to increase government's budget for other initiatives 	Diversified portfolio of government office buildings in Spain	€300 million

¹ Purchase price includes acquisition-related costs and fees.

² Includes \$167 million sale-leaseback transaction and \$128 million build-to-suit commitment.

FOR MORE INFORMATION, PLEASE CONTACT:

Gino Sabatini | gsabatini@wpcarey.com | (212) 492-1138