

EUROPEAN ACQUISITIONS FACT SHEET

W. P. Carey Inc. (NYSE: WPC) is one of the largest diversified net lease REITs that provides long-term sale-leaseback and build-to-suit capital solutions primarily for companies in Europe and the U.S. 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*

European AUM

€5
billion

Experience in Europe

20
years

Investments in

21
European countries

Properties in Europe

525⁺

*As of 9/30/18

Investment Criteria

Occupancy: Single-tenant

Purchase Price: €10 to €500 million

Locations: Pan-European

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

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

Existing European Investment Locations:








Austria	France	Norway
Belgium	Germany	Poland
Croatia	Hungary	Portugal
Czech Republic	Italy	Slovakia
Denmark	Latvia	Spain
Estonia	Lithuania	Sweden
Finland	Netherlands	United Kingdom



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 Investment ¹
	Intergamma B. V. Leading “Do-It-Yourself” (“DIY”) retailer in the Netherlands	• Proceeds used to simultaneously fund a portion of the capital stack for acquisition of Netherlands’ DIY business	Portfolio of DIY facilities across the Netherlands’ three largest cities — Amsterdam, Rotterdam and The Hague	€153 million
	Danske Fragtmænd A/S Market-leading Danish freight company	• Proceeds used to reallocate U.K. institutional seller’s portfolio following merger with large asset manager	Portfolio of logistics facilities and one office HQ in Denmark	DKK 1.2 billion
	Roomers Munich Marriott International Autograph Collection five-star luxury hotel	• Proceeds used to acquire and complete the conversion/ development from office to hotel, enabling developer to redeploy capital into other projects	280-room hotel in central Munich	€73 million
	Nippon Express (initial sale-leaseback investment) Leading Japanese global logistics services company	• Initial investment enabled seller/ developer to recoup development costs and monetize development fees/ profit for future projects	Logistics facility in the Port of Rotterdam	€38 million
	Nippon Express (follow-on expansion) Leading Japanese global logistics services company	• Follow-on expansion funded construction/ development costs (including developer fees)	Warehouse and office expansion for existing tenant facility in the Port of Rotterdam (project to be completed in July 2019)	€17 million ²
	Pendragon PLC Leading automotive retailer in the U.K. with more than 225 franchise locations and a range of luxury car brands	• Proceeds provided 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	• Proceeds used to 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 Estimated investment for expansion commitment only.

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