

W. P. Carey & Co. LLC (NYSE: WPC) provides long-term sale-leaseback and build-to-suit financing for companies worldwide and manages a global investment portfolio of approximately \$11.5 billion. Through build-to-suit financing, we provide the funding for the expansion of a growing company's existing facility or the construction of a new facility in a different location. W. P. Carey sources, arranges, structures and closes the build-to-suit transaction. This provides a win-win situation for the tenant, who leases the finished facility, allowing them full operational control of a facility tailored to their needs and for the developer, who receives construction and permanent financing to fund the project.

Investment Criteria

Property Types

- Office
- Industrial & Manufacturing
- Warehouse/Distribution
- Retail
- Hospitality
- Other (schools, laboratories)

Occupancy

- Single-tenant

Investment Funding

- \$5 to \$500 million

Locations

- North America, Europe, Asia, South America, others on a case-by-case basis

Due Diligence Process

- Analysis of corporate credit
- Strategic analysis of real estate
- Traditional real estate appraisal/analysis

Unique Capabilities

- Underwriting of emerging, leveraged and turnaround credits as well as specialty real estate, including laboratories and other hi-tech facilities
- Immediate access to investment funds
- Expedient underwriting and closing process

Build-to-Suit Advantages

- 100% financing of land, construction and development costs
- Expansion to fit growing needs
- Potential to keep transaction off balance sheet
- Continued operational control of facilities
- Increased Return on Assets (ROA)
- Increased Return on Invested Capital (ROIC)
- Increased borrowing capacity through strengthened balance sheet

Innovative Financing For

- Constructing new facilities
- Debt reduction
- Mergers & Acquisitions
- Leveraged/management buyouts
- Corporate restructuring/exit financing
- Acquiring additional facilities, technology and equipment to grow the business
- Transition out of a synthetic lease, mortgage or other binding debt instrument
- Matching long-term assets with long-term liabilities



MORE THAN \$360 MILLION BUILD-TO-SUIT TRANSACTIONS OVER THE LAST FIVE YEARS



Glendale Heights, IL

\$32,461,000



Bowling Green, KY

\$41,048,000

ICF International, Inc.

Martinsville, VA

\$14,818,935



Poznań, Poland

\$9,992,000



Virginia, Louisiana, North Carolina

\$7,113,000



Las Vegas, NV

\$82,495,000
