

BUILD-TO-SUIT 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 corporate real estate owners and developers.

W. P. Carey Highlights*

Years of Experience

45

Number of Countries

25+

Net Lease Properties

1,200+

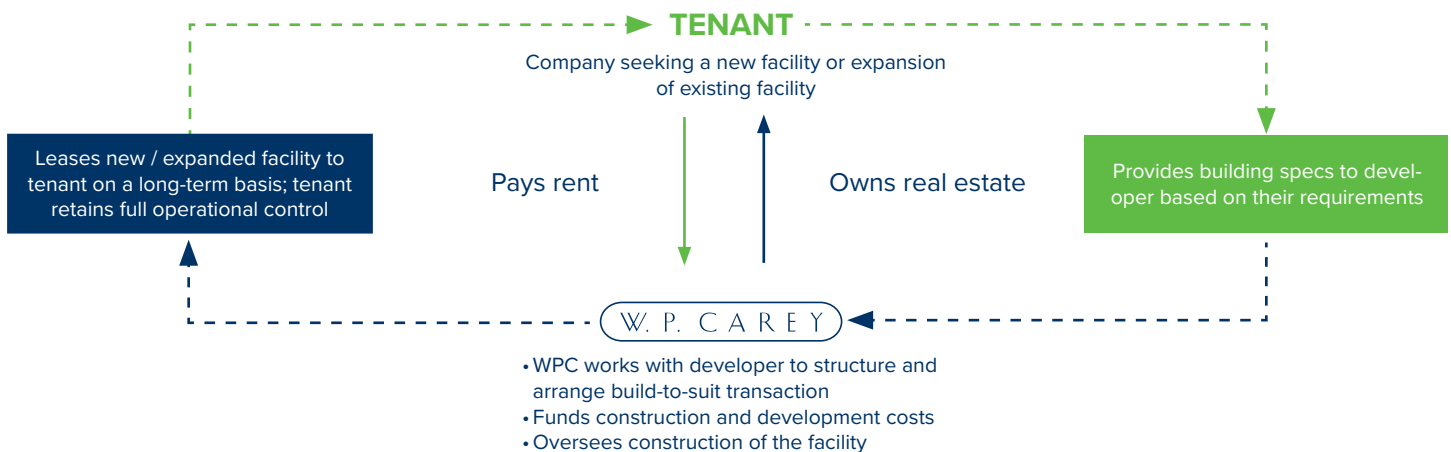
Tenant Industries

30+

*As of 6/30/18

Build-to-Suit Transactions

In a build-to-suit transaction, we fund the construction of a new facility or the expansion of an existing one. Upon completion, the tenant enters into a long-term net lease, while retaining full operational control of the new/expanded facility.



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

Build-to-Suit Solutions and Advantages

- Provides 100% financing of land, construction and development costs
- Funds the construction of new facilities or the expansion of existing facilities
- Allows tenant to retain full operational control of the facilities
- Provides growing company with funding for additional facilities, new technology, equipment, R&D, etc.

BUILD-TO-SUIT CAPITAL SOLUTIONS

Tenant	Use of Proceeds	Property Type & Location	Estimated Purchase Price ¹
 <p>Nord Anglia Education Inc. Portfolio company of one of the largest independent PE firms in Asia</p>	<ul style="list-style-type: none"> Initial sale-leaseback funding enabled seller to purchase additional facilities Subsequent build-to-suit funding enabled additional construction/expansion projects 	<p>Three education facilities in the U.S. (two states)</p>	<p>\$296 million²</p>
 <p>Harbor Freight Tools Family-owned national tool retailer founded in 1977 and with more than 800 stores nationwide</p>	<ul style="list-style-type: none"> Funding for two expansion projects enabled growing retailer to double its eastern distribution capacity 	<p>Distribution center in Dillon, SC</p>	<p>\$200 million</p>
 <p>Sun Products Corporation Leading North American provider of laundry detergents, fabric softeners and other household products</p>	<ul style="list-style-type: none"> Build-to-suit funding for new/larger distribution center enabled seller to consolidate nine smaller distribution facilities, reduce costs and increase efficiency 	<p>Distribution warehouse in Bowling Green, KY</p>	<p>\$43 million</p>
 <p>Banco Santander S.A. One of the world's leading banks and largest in the Eurozone</p>	<ul style="list-style-type: none"> Build-to-suit funding for Class-A office enabled seller to consolidate several offices and expand in Germany 	<p>Class-A office facility in Germany</p>	<p>\$51 million</p>
 <p>ICF International Leading global consulting and technology services company</p>	<ul style="list-style-type: none"> Build-to-suit funding for new operations center and office facility at a time when construction loans were difficult to obtain 	<p>Operations and office facility in Martinsville, VA</p>	<p>\$15 million</p>

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:

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