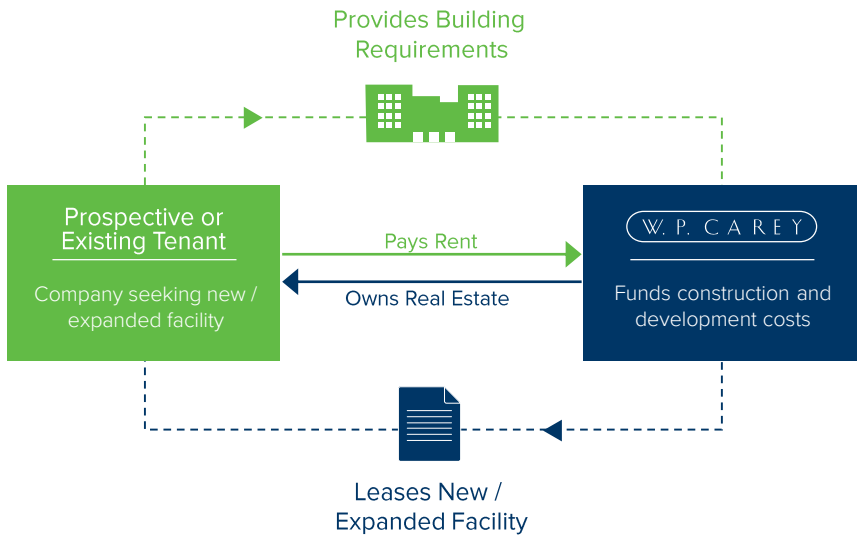


Build-to-Suits: A Capital Solution for Custom-Built Real Estate

In a build-to-suit transaction, W. P. Carey funds the construction of a new facility or the expansion of an existing one to meet the specifications of a prospective or existing tenant. Upon completion, the tenant enters into a long-term net lease, while retaining full operational control of the custom-built facility.



Build-to-Suit Benefits

Build-to-suits enable a prospective or existing tenant to:

- Construct a new facility, custom-built to its unique specifications with no upfront capital expense or equity required
- Preserve capital to be reinvested into its core business operations and growth objectives, while retaining full operational control of the facility
- Benefit from 100% deductibility of rental payments rather than being subject to interest limitations for traditional debt as defined by tax laws

About W. P. Carey

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 the U.S. and Northern and Western Europe. We are well positioned with the capital and experience needed to maximize efficiency and ensure certainty of close on complex, single and multi-country deals that meet our investment criteria.

Years of Experience

45+

Tenant Industries

30+

Number of Countries

25

Net Lease Properties

1,215

Our Investment Criteria

- Occupancy Single-tenant
- Property Types Industrial, warehouse, office, select retail, other specialized assets
- BTS Funding \$5M to \$500M
- Geographies U.S. and Europe

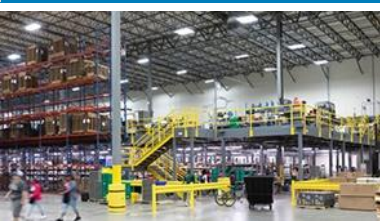






Who We Work With

- Brokers
- Publicly traded and privately-held companies
- Developers
- Private equity firms and their portfolio companies

Our Capabilities

- Public, private and emerging tenant credits
- Flexible deal structures
- Future capital for growth and expansions
- All-equity buyer
- Certainty of close
- Cross-border, multi-country transactions

Build-to-Suits: Capital Solutions

	Tenant	Use of Proceeds	Property Details	BTS Funding
	<p>Harbor Freight Tools Family-owned national tool retailer founded in 1977 with more than 800 stores nationwide</p>	<p>Funded two one-million-square-foot expansion projects, enabling existing tenant to double its workforce and execute on strategic growth objectives</p>	<p>Distribution center in the U.S. (Dillon, SC)</p>	<p>\$83 million</p>
	<p>Cuisine Solutions World's largest manufacturer and distributor of sous vide foods</p>	<p>Funded new state-of-the-art food production facility, enabling existing tenant to increase production capacity amid growing customer demand</p>	<p>Food production facility in the U.S. (San Antonio, TX)</p>	<p>\$75 million</p>
	<p>Nippon Express Leading third-party logistics company with operations across 40 states</p>	<p>Funded expansion of a modern logistics facility with a planned installation of what will be one of the largest solar rooftops in the Netherlands</p>	<p>BREEAM- and FM-certified, Class-A logistics facility in the Port of Rotterdam</p>	<p>€18 million</p>
	<p>Nord Anglia Education Inc. A global leader in premium school organizations</p>	<p>Funded follow-on build-to-suit projects, enabling existing tenant to construct new dorms, athletic centers and renovate classrooms at its existing facilities (acquired by WPC in 2016)</p>	<p>Three education facilities in the U.S. (two states)</p>	<p>\$128 million</p>
	<p>ICF International Leading global consulting and technology service company</p>	<p>Funded new operations center and office facility at a time when construction loans were difficult to obtain</p>	<p>Operations and office facility in the U.S. (Martinsville, VA)</p>	<p>\$15 million</p>
	<p>Banco Santander S.A. One of the world's leading banks and the largest in the Eurozone</p>	<p>Funded Class-A office facility, enabling the seller to consolidate several offices and expand in Germany</p>	<p>Class-A office facility in Germany</p>	<p>€53 million</p>
	<p>Henkel Leading North American provider of laundry detergents, fabric softeners and other household products</p>	<p>Funded new distribution center, enabling seller to consolidate nine smaller distribution facilities, reduce costs and increase efficiency</p>	<p>Distribution warehouse in the U.S. (Bowling Green, KY)</p>	<p>\$43 million</p>