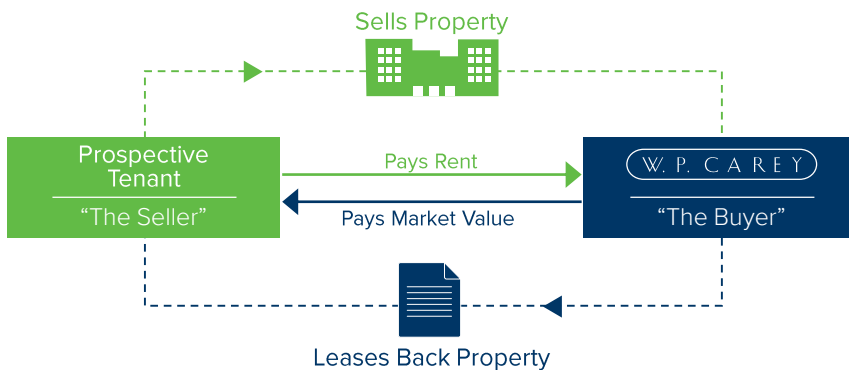


# Sale-Leasebacks: An Innovative Tool to Convert Corporate Real Estate into Working Capital

Many companies have a large part of their equity tied up in their real estate assets, despite not being in the business of real estate. In a sale-leaseback, a company sells its real estate to an investor like W. P. Carey for cash and simultaneously enters into a long-term lease. In doing so, the company extracts 100% of the property's value and converts an otherwise illiquid asset into working capital to grow its business, while maintaining full operational control.



## Sale-Leaseback Benefits

Sale-leasebacks enable the seller/tenant to:

- Unlock the full market value of otherwise illiquid real estate assets
- Reinvest the cash realized from the sale-leaseback 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
- **Purchase Price**  
\$5M to \$500M
- **Property Types**  
Industrial, warehouse, office, select retail, other specialized assets
- **Geographies**  
U.S. and Europe







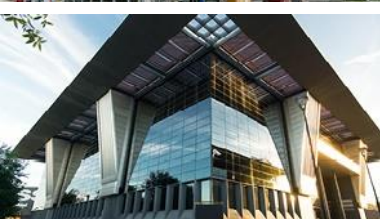
## Who We Work With

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

## Our Capabilities

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

# Sale-Leasebacks: Capital Solutions

	Tenant	Use of Proceeds	Property Details	Investment <sup>1</sup>
	<p><b>ABC Group Inc.</b>                      One of the world's leading automotive systems and components manufacturers</p>	<p>Funded working capital, returned capital to investors and helped pay down debt</p>	<p>Portfolio of 13 industrial facilities and one office across the U.S., Canada and Mexico (three U.S. states)</p>	<p>\$141 million</p>
	<p><b>Danske Fragtmænd</b>                      Market-leading Danish freight carrier with over 40,000 customers and nine million annual consignments</p>	<p>Funded exit strategy to institutional investor following a shift in their portfolio's geographic focus. Also helped fund tenant's plans to expand its market share across Denmark</p>	<p>Portfolio of 14 logistics facilities and one corporate HQ in Denmark</p>	<p>DKK 1.2 billion</p>
	<p><b>Orgill</b>                      World's largest independent hardware distributor</p>	<p>Funded tenant's future growth needs through the acquisition of two facilities and by providing additional funding for a follow-on expansion of an existing distribution facility</p>	<p>Two distribution facilities in the U.S. (two states)</p>	<p>\$93 million<sup>2</sup></p>
	<p><b>Nippon Express</b>                      (Initial sale-leaseback investment and follow-on expansion) Leading third-party logistics company with operations across 40 countries</p>	<p>Initial sale-leaseback enabled seller/developer to recoup development costs for future projects. Follow-on investment funded an expansion of the facility and 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>€56 million<sup>3</sup></p>
	<p><b>Schneider Electric</b>                      Global specialist in energy management and automation, with a presence in more than 100 countries</p>	<p>Provided exit capital for a local developer and its real estate private equity partner</p>	<p>LEED-certified, Class-A office HQ and R&amp;D facility in the U.S. (Andover, MA)</p>	<p>\$56 million</p>
	<p><b>Intergamma</b>                      Leading "Do-it-yourself" retailer in the Netherlands, with a history dating back more than 85 years</p>	<p>Funded a portion of the capital stack for an initial corporate acquisition and provided an ongoing capital source for future acquisitions and planned construction/ expansion projects</p>	<p>Portfolio of 36 DIY retail facilities across the Netherlands' three largest cities – Amsterdam, Rotterdam and The Hague</p>	<p>€153 million</p>
	<p><b>State of Andalucía</b>                      Government of the State of Andalucía</p>	<p>Reduced debt and redeployed capital to increase government's budget initiatives</p>	<p>Diversified portfolio of 70 regional government office buildings in Spain</p>	<p>€300 million</p>

<sup>1</sup> Includes acquisition-related costs and fees.

<sup>2</sup> Includes \$79 million investment and \$14 million follow-on expansion funding.

<sup>3</sup> Includes initial purchase price and investment for follow-on expansion.