

UBS Real Estate Advisory

Straight Sales References



Track Record – UBS Real Estate Advisory

Sale of a prestigious office property in the heart of Zurich

Private Person

Sale of a prestigious office property in the centre of Zurich



to

Seidencity AG

advised by



Advisor and Placement Agent of the Seller:



October 2013

Transaction type

Straight Sale

Seller

Private Person

Buyer

Seidencity AG

Property type

Office- and retail property

Location

Zurich City - Kreis 1

Challenges


- Price expectations
- Significant vacancy rate
- Previous unstructured promotion attempts


Role of Real Estate Advisory

- Creation of sales documentation
- Development of transaction structure
- Execution of limited investors auction
- Financing advisory
- Leading negotiations and placement

Track Record – UBS Real Estate Advisory


Sale of a former UBS education centre in Basel


Real Estate Portfolio Strategy & Management
Sale of an office property



to

Rimmobas Anlagestiftung

Advisor and Placement Agent of the Seller:

Real Estate Advisory
October 2013


Transaction type	Straight Sale
Seller	UBS AG
Buyer	Rimmobas Anlagestiftung
Property type	Office property
Location	Basel City
Challenges	<ul style="list-style-type: none">• Limited number of investors• Comprehensive transaction management• Execution Vendor Due Diligence
Role of Real Estate Advisory	<ul style="list-style-type: none">• Creation of sales documentation• Coordination of third party experts• Support in potentiality analysis• Development of transaction structure• Execution of limited investor auction• Leading negotiations and placement• Complex contract management

Track Record – UBS Real Estate Advisory

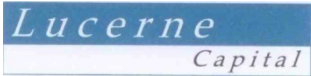
Sale of a commercial real estate portfolio in Zurich City

Pensionskasse der UBS AG

Sale of an office property



to



Advisor and Placement Agent of the Seller:




Real Estate Advisory

May 2012

Transaction type	Straight Sale
Seller	Pensionskasse der UBS AG
Buyer	Lucerne Capital
Property type	Office, retail and residential property
Location	Zurich City
Challenges	<ul style="list-style-type: none">• Limited number of investors• Comprehensive transaction management• Execution Vendor Due Diligence
Role of Real Estate Advisory	<ul style="list-style-type: none">• Creation of sales documentation• Coordination of third party experts• Support in potentiality analysis• Development of transaction structure• Execution of limited investors auction• Leading negotiations and placement• Complex contract management


Track Record – UBS Real Estate Advisory

Sale of a commercial property in Geneva




EDMOND DE ROTHSCHILD
REAL ESTATE SICAV


Advised by



Acquisition of a commercial property in Geneva




Tenant



anteis
CHANGE STARTS HERE

Deal Arranger and Advisor of Anteis:



UBS
Real Estate Advisory

November 2011

Transaction type	Straight Sale
Seller	Pharmaceutical company
Buyer	Edmond de Rothschild Real Estate SICAV
Property type	Commercial property
Location	Geneva
Challenges	<ul style="list-style-type: none">• Limited time scope for transaction execution (two months)• Existing vacancies• Short term of ground lease contract
Role of Real Estate Advisory	<ul style="list-style-type: none">• Deal Arranger• Drafting and negotiating of rental agreement• Search of investors• Negotiation concerning ground lease contract

Track Record – UBS Real Estate Advisory

Sale of a bank branch in Schlieren


Real Estate Portfolio Strategy & Management
Sale of condominium ownership with commercial usage



to

RAIFFEISEN
Raiffeisenbank an der Limmat Genossenschaft


Advisor and Placement Agent of the Seller:

Real Estate Advisory
August 2011


Transaction type	Straight Sale
Seller	UBS AG
Buyer	Raiffeisenbank an der Limmat Genossenschaft
Property type	Condominium ownership with commercial usage
Location	In the city-centre of Schlieren
Challenges	<ul style="list-style-type: none">• Limited number of potential investors given condominium ownership, vacancies and bank specific facilities
Role of Real Estate Advisory	<ul style="list-style-type: none">• Execution Vendor Due Diligence• Creation of sales documentation• Leading negotiations and placement• Coordination Signing / Closing

Track Record – UBS Real Estate Advisory


Sale of a Trophy Asset in Zurich


Real Estate Portfolio Strategy & Management


**Sale of the property at Bellevueplatz 5 /
Limmatquai 1 in Zurich**



to


SwissLife

Advisor and Placement Agent of the Seller:


Real Estate Advisory

December 2010

Transaction type	Straight Sale
Seller	UBS AG
Buyer	SwissLife
Property type	Office, retail and residential property
Location	Zurich CBD
Challenges	<ul style="list-style-type: none">• Limited investor base• Structuring of lease-back contract• Comprehensive transaction management
Role of Real Estate Advisory	<ul style="list-style-type: none">• Execution Vendor Due Diligence• Coordination of third party experts• Formulation of transaction structure• Creation of sales documentation• Private auction• Leading negotiations and placement• Coordination Signing / Closing