

# UBS Real Estate Advisory

## *Debt Sourcing References*



# Track Record – UBS Real Estate Advisory

---


## Acquisition financing of a landmark property in Geneva

Wyatt Estates II Limited

**CHF 55'000'000  
Acquisition Financing**

**Of a representative office  
property in Geneva**

**Arranger & Lender**  
UBS AG

 **UBS**  
Real Estate Advisory

January 2013


<b>Transaction type</b>	Acquisition Financing
<b>Principal</b>	Wyatt Estates II Limited
<b>Property type</b>	Commercial property
<b>Location</b>	Geneva
<b>Challenges</b>	<ul style="list-style-type: none"><li>• Financing structure</li><li>• Group structure</li><li>• Terms of the rental contracts</li></ul>
<b>Role of Real Estate Advisory</b>	<ul style="list-style-type: none"><li>• Financing structure</li><li>• Due Diligence</li><li>• Valuation</li><li>• Management of involved parties</li></ul>

# Track Record – UBS Real Estate Advisory

## Syndicated Financing of a commercial real estate portfolio


Swissdeal Properties S.à.r.l.

**CHF 167'000'000**  
**Syndicated Senior Term Loan Facility**



**Bookrunning Mandated Lead Arranger,  
Underwriter and Agent**

UBS AG



Real Estate Advisory

April 2012

### Transaction type

Syndicated Senior Term Loan Facility

### Principal

Swissdeal Properties S.à.r.l.

### Property type

Commercial real estate portfolio

### Location

Switzerland

### Challenges

- Conditions of rental contracts
- Set of guarantees
- Financing structure– high LTV
- Operating expenses

### Role of Real Estate Advisory


- Due Diligence / Valuation
- Financing structure
- Management of involved parties

# Track Record – UBS Real Estate Advisory


## Refinancing and Construction Financing of a real estate portfolio

Wyatt Estates II Limited  
Talent Properties Limited

**Refinancing and Construction Financing of properties in Geneva**



**Lender**  
UBS AG

  
Real Estate Advisory

June 2010

**Transaction type**

Property Financing

**Principal**

Wyatt Estates II Limited  
Talent Properties Limited

**Property type**

Commercial real estate portfolio

**Location**

Geneva

**Challenges**

- Ownership structure
- Property in development
- Structure of credit facilities

**Role of Real Estate Advisory**


- Due Diligence
- Financing structure
- Documentation

# Track Record – UBS Real Estate Advisory


## Senior Debt Financing of a commercial real estate portfolio

Premier Properties LP

**Senior Debt Financing of a commercial real estate portfolio in Switzerland**



**Lead Bank**  
UBS AG



Real Estate Advisory

May 2010

**Transaction type**

Mortgage Financing

**Principal**

Premier Properties LP

**Property type**

Multi-tenant commercial property

**Location**

Switzerland

**Lead Bank**

UBS AG

**Challenges**

- Term of loan facilities
- Set of guarantees
- Legal structure with numerous SPVs
- Financing structure – high LTV
- Interest hedge

**Role of Real Estate Advisory**

- Due Diligence / Valuation
- Support in financial structuring
- Management of the involved parties

# Track Record – UBS Real Estate Advisory

## PPP Financing Zeughaus-Areal in Burgdorf

**PPP Project**  
Kantonales Verwaltungszentrum  
Burgdorf

**NEUMATT**  
Canton of Berne, Switzerland

**bam** **Marti**  
**Zeughaus PPP AG**

**Syndicated Senior Term Loan and  
Equity Bridge Facilities**

**Mandated Lead Arrangers**  
UBS AG, NIBC Bank N.V.

**Arranger**  
Bank Coop AG, Aargauische Kantonalbank,  
Valiant Bank AG, Luzerner Kantonalbank AG,  
Hypothekarbank Lenzburg AG, Zuger Kantonalbank AG

**Bookrunner**  
UBS AG

**Hedging Banks**  
UBS AG, NIBC Bank N.V., Aargauische Kantonalbank

**UBS** **NIBC**  
Corporate Finance

November 2009

### Transaction type

PPP Financing

### Project

Design, planning, construction, financing, operation and 25 year maintenance of a prison (capacity 110 occupants), a work courtyard and an administration building (court, tax department, etc.) on the Zeughaus-Areal in Burgdorf

### Principal

Zeughaus PPP AG (project development company - BAM PPP Investments Deutschland B.V., Marti Invest AG)

### Lead Bank

UBS AG

### Challenges

- Term of credit facilities
- Securities (no mortgage lien)
- Financing structure– high LTV
- Interest rate hedge

### Role of Real Estate Advisory

- Financing structure
- Syndication
- Interest rate hedge