



European Debt Advisory

Capabilities *Overview*



Our Offer

Our Offer

10 George Street
London, UK

£140,000,000
Office refinance



Our Offer

JLL is the world's leading real estate advisory firm



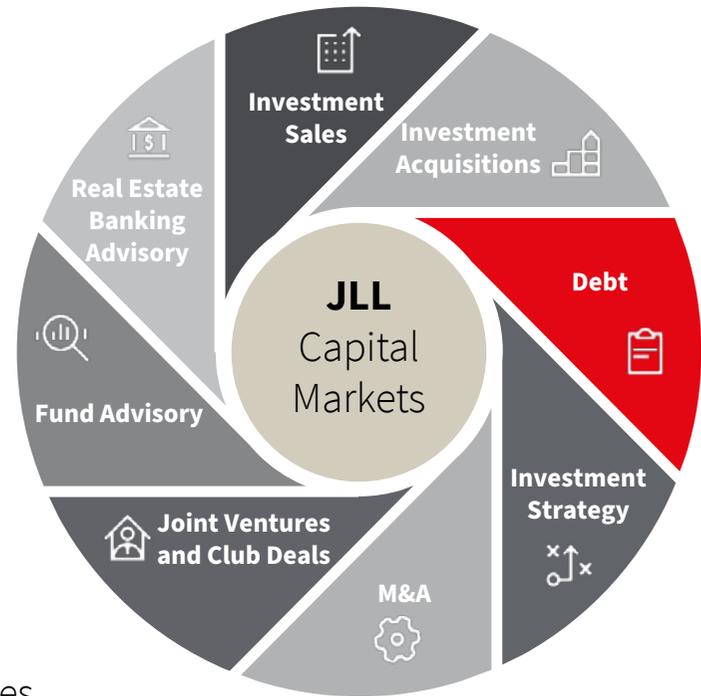
EMEA
98 Offices
27 Countries
16,200 Employees



Americas
144 Offices
9 Countries
30,800 Employees



Asia Pacific
91 Offices
16 Countries
41,200 Employees



Our 3,700 capital markets professionals operate as one team across 52 countries, offering an integrated and global approach to real estate transaction advisory



\$280Bn
 Global Capital Markets
 Transaction Volume



\$1.2Bn
 Daily Capital Markets
 Transactions Globally



\$110Bn
 2019 Debt
 Placement

Debt Service Lines

Debt Advisory
 Treasury Support
 Quantitative & Risk Management

Core Debt *Service* Lines

JLL possesses a wide array of service lines within our broader Debt business

Debt Advisory is the primary focus of this capabilities brochure.
We are happy to provide further detail on our other verticals upon request.

Debt Advisory



Investment Financing
Development Financing
Unsecured Facilities
Mezzanine Debt
Preferred Equity
Bonds and Private Placement

Treasury Support



Hedging / Derivatives
Interest / Currency Risk
Reporting & System Solutions
Benchmarking

Quantitative and Risk Management



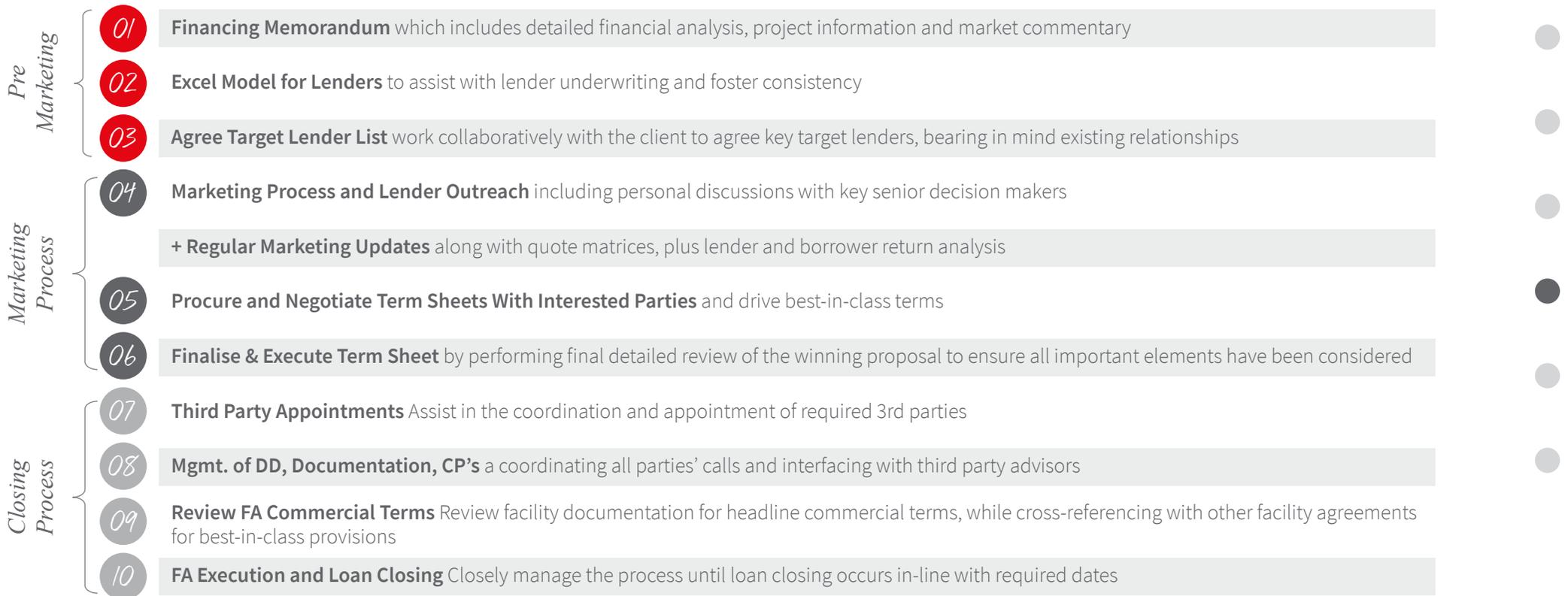
Non-Performing Loan Sales
Performing Loan Sales
Quantitative Debt Management
Portfolio Management



Typical Scope of *Services*

JLL is closely involved with every step of the financing process

We bring an unwavering focus to every transaction. Our clients receive attentive, high-quality service from the pre-marketing stage all the way through to closing.



Building a Better *Tomorrow*

A purpose-driven real estate advisory firm.

More than any other real estate advisory firm, we have placed sustainability, diversity and inclusion front and centre in the way we approach our business.

Our Commitment to Sustainability



2020 EG UK Advisor of the Year award

“JLL demonstrated market share and key deals that without a doubt secure them a title as one of the market leaders.”

“The judges noted their clear commitment toward sustainability, diversity and their embrace of technology.”

Our Commitment to Diversity & Inclusion

UK GBC

Founding member of UK GBC

Dedicated Team

Dedicated team focused on promoting D&I objectives

NZC Commitment

UK Net Zero Carbon commitment by 2030

SBTi Certification

One of only 7 companies globally to have its NZC targets certified by the SBTi

SPay Gap Transparency

Transparent publishing of JLL UK ethnicity and gender pay gap statistics

33%

Diverse colleagues – current JLL London-based European Debt Advisory Team

Upstream

Industry-leading Upstream Sustainability advisory team

Thought Leadership

Active in thought leadership, penning numerous papers on global sustainability initiatives

LGBT+

Recognised as a top employer for LGBT+ inclusivity by Stonewall

40%

Target representation of diverse colleagues for JLL's Londonbased European Debt Advisory Team by year-end 2023

Click on the icon to Learn More About JLL's Sustainability Initiatives

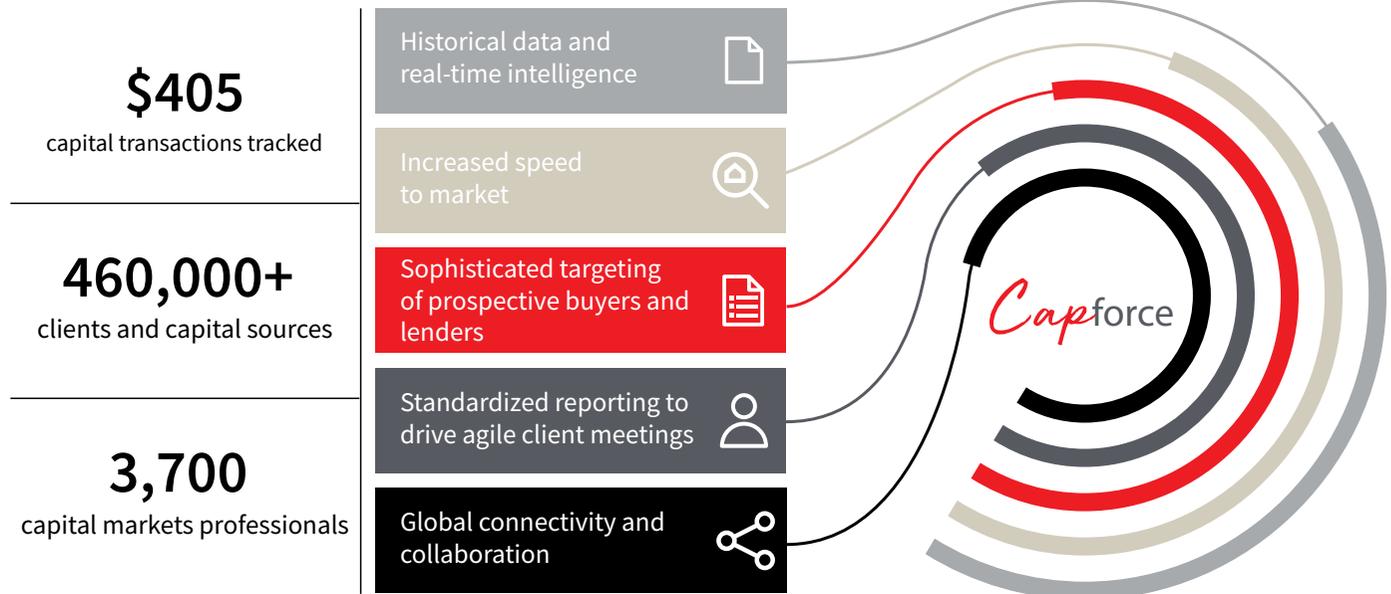
Click on the icon to Learn More About JLL's Diversity and Inclusion Initiative

CapForce - a Competitive Advantage and *Differentiator*

How we use this powerful tool to drive optimal execution:

- 01 Globally track real-time lender sentiment and pricing
- 02 Communicate seamlessly to draw competitive candidates from similar financings
- 03 Access key relevant pricing and structural precedents

- Internally developed, proprietary database of transactions
- Tracks more than \$405 billion of transactional volume that JLL is continuously pricing
- Monitors relationships with 460,000+ clients and capital sources
- Contains investment objectives of the most active and largest capital providers, both domestic and foreign
- Tracks flows and pricing of debt and equity capital globally
- Provides real-time status of JLL pipeline transactions
- Processes daily updates of investment objectives as received from clients



No other advisor benefits from this scale of historic and real-time information

Debt *Advisory*

Debt Advisory

Space House
London, UK

£217,000,000
Office Financing



European *Coverage*

A purpose-driven real estate advisory firm.



18 Offices



7 Debt Advisory Offices



2 Alliances

\$24.5Bn

Completed Debt Advisory Transactions since 2017

\$11.3Bn

Completed Debt Advisory Transactions in 2020

\$11.1Bn

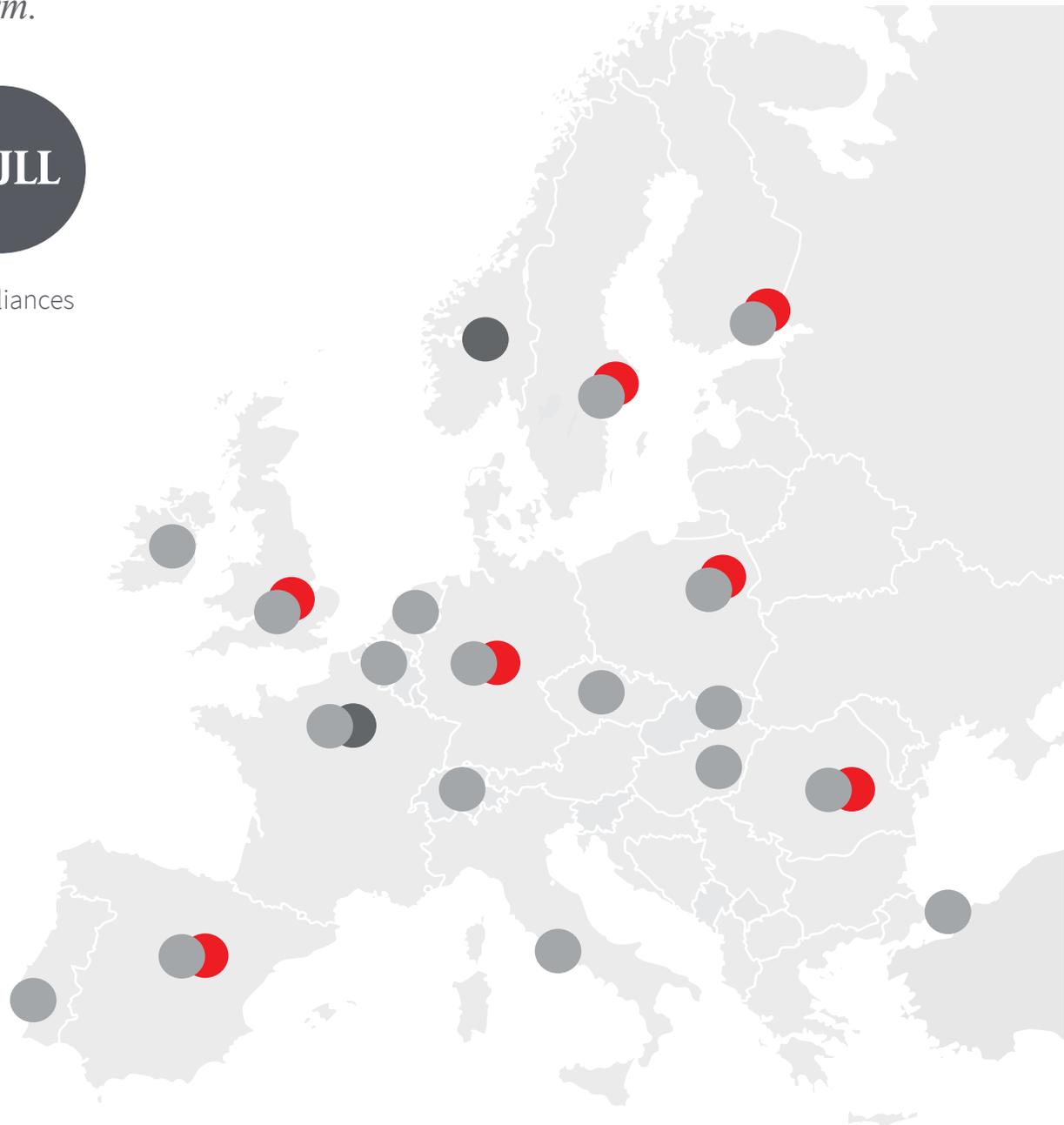
Current Debt Advisory Mandates Across Europe

19 Countries

Closed Debt Advisory Transactions since 2017

38 European

Debt Team Members



Lenders Transacted with Since 2018

Since 2018, JLL's European Debt Advisory team has closed **278 financings with 124 lenders** across 19 European countries - demonstrating JLL's ability to access a wide array of capital sources.

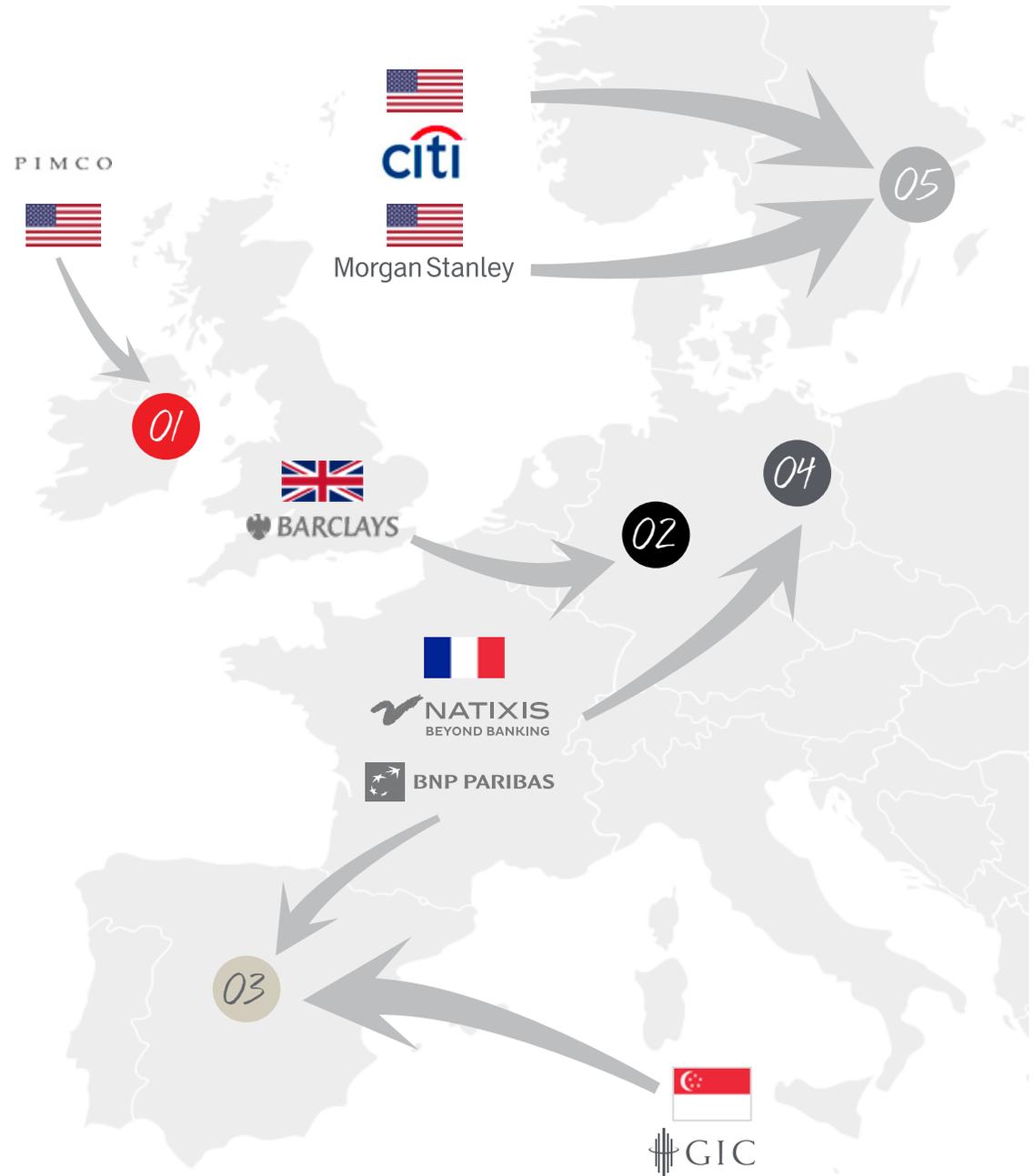
Lender	Lender Type	Nationality	Lender	Lender Type	Nationality	Lender	Lender Type	Nationality	Lender	Lender Type	Nationality
Aareal	European Bank	Germany	Canada Life	Insurance Company	Canada	IF (Part of Lloyds)	European Bank	UK	OCBC	Bank	Singapore
ABB	Other	Switzerland	Castlehaven	Debt Fund	UK	ING	European Bank	Netherlands	PBB	European Bank	Germany
Aberdeen Standard	Insurance Company	UK	Catalina	Insurance Company	UK	Intesa SanPaolo	European Bank	Italy	Bank Pekao	European Bank	Poland
Acofi	Debt Fund	France	CEC Bank	European Bank	Romania	Invesco	Debt Fund	USA	PGIM	Insurance Company	USA
ADIB	Middle Eastern Bank	UAE	Cerberus	Debt Fund	USA	Investec	African Bank	South Africa	Postbank	European Bank	Germany
AgFe	Debt Fund	UK	Cheyne Capital	Debt Fund	UK	JP Morgan	Investment Bank	USA	Puma Property Finance	Debt Fund	UK
Ahli United Bank	Middle Eastern Bank	Kuwait	Citi Bank	Investment Bank	USA	Kennedy Wilson Europe	Debt Fund	USA	QIB	Middle Eastern Bank	Qatar
AIB	European Bank	Ireland	Citi Private	Investment Bank	USA	KSL	Debt Fund	USA	QNB	Middle Eastern Bank	Qatar
AIG	Insurance Company	USA	Clydesdale Bank	European Bank	UK	Kommuninvest	SWF	Sweden	Qsix	Debt Fund	UK
Allianz	Insurance Company	Germany	Collector	European Bank	Sweden	LaSalle IM	Debt Fund	USA	RaboBank	Bank	Netherlands
Ambolt	Debt Fund	Norway	Credit Agricole	European Bank	France	Laxfield (CBRE GI)	Debt Fund	USA	RBC	Investment Bank	Canada
Arbah Capital	Debt Fund	Saudi Arabia	Credit Europe Bank	European Bank	Netherlands	LBBW	European Bank	Germany	Riyad Bank	Middle Eastern Bank	Saudi Arabia
Aviva	Insurance Company	UK	Czeska Bank	European Bank	Czech Rep.	Lendinvest	Debt Fund	UK	Rothsay Life	Insurance Company	UK
Bank of America	Investment Bank	USA	Danske Bank	European Bank	Denmark	LGIM	Insurance Company	UK	Banco Sabadell	European Bank	Spain
Bank Hapoalim	Middle Eastern Bank	Israel	Deutsche Bank	Investment Bank	Germany	Libra Bank	European Bank	Romania	Santander	European Bank	Spain
Banca Transilvania	European Bank	Romania	Deutsche Hypo	European Bank	Germany	Lloyds	European Bank	UK	SBAB	European Bank	Sweden
Bank ABC	Middle Eastern Bank	Bahrain	DRC	Debt Fund	UK	Macquarie	Investment Bank	Australia	Scottish Widows	Insurance Company	UK
Bank of Ireland	European Bank	Ireland	DZ Hyp	European Bank	Germany	M&G	Insurance Company	UK	SEB	European Bank	Sweden
Bankia	European Bank	Spain	Exporo	Debt Fund	Germany	Maslow Capital Partners	Debt Fund	UK	Société Générale	Investment Bank	France
Bankinter	European Bank	Spain	Fairfax	Debt Fund	USA	MetLife	Insurance Company	USA	Sparkasse	European Bank	Malta
Barclays	Investment Bank	UK	Fiduciam Nomenes	Debt Fund	Spain	MHB (Raisin Bank)	European Bank	Germany	Starwood	Debt Fund	USA
Barings	Insurance Company	USA	Fortress	Debt Fund	USA	Millennium Bank	European Bank	Poland	Starz Real Estate	Debt Fund	UK
Bayern LB	European Bank	Germany	GIC	SWF	Singapore	Natixis	Investment Bank	France	Stoneweg	Debt Fund	Switzerland
BentallGreenOak	Debt Fund	USA	Goldman Sachs	Investment Bank	USA	Natwest	European Bank	UK	Swedbank	European Bank	Sweden
Blackrock	Debt Fund	USA	Handelsbanken	European Bank	Sweden	Nomura	Investment Bank	Japan	Taconic Capital	Hedge Fund	USA
Blackstone	Debt Fund	USA	Helaba	European Bank	Germany	Nordic Investment Bank	Investment Bank	Finland	Tikehau Capital	Debt Fund	France
BLME	Middle Eastern Bank	UK	Hermes	Other	UK	Nordea	European Bank	Sweden	The Ingenious Group	Debt Fund	UK
BNP Paribas	Investment Bank	France	HSBC	European Bank	UK	Nuveen	Debt Fund	USA	UniCredit	European Bank	Italy
Brookfield	Debt Fund	Canada	HypoNoe	European Bank	Austria	Nykredit	Investment Bank	Denmark	Volksbank	European Bank	Netherlands
Cain International	Debt Fund	UK	ICG Longbow	Debt Fund	UK	OakNorth	Challenger Bank	UK	VTB	European Bank	Russia
Caixa	European Bank	Spain	ICICI	Asian Bank	India	Octopus Investments	Debt Fund	UK	Wells Fargo	US Bank	USA

Lenders Transacted with Since 2018

In addition to our strong local relationships, JLL has an impressive track record of arranging financing with non-domestic lenders.

- 01** **Cork PBSA**
623 bed PBSA development
- 02** **Karstadt Portfolio**
Value-add retail portfolio
- 03** **C&N Sabadell Portfolio**
Core-plus logistics portfolio
- 04** **Berlin Residential Portfolio**
Core residential portfolio
- 05** **Sponda Portfolio**
Core mixed use portfolio

Since the start of 2018, JLL has successfully closed \$15.2Bn across 149 transactions with non-domestic lenders



JLL Debt Advisory *Clients*

The European Debt Advisory team works with a wide array of clientele, ranging from regional family offices to global investment managers.

“ The JLL/Blackstone partnership is of great importance to us and I’m so happy we’ve been able to build on that partnership in Europe. Thanks for all your hard work on our behalf. ”

Michael Lascher

Blackstone Global Head of Real Estate Debt Capital Markets

“

When you kindly introduced this opportunity to Allianz, I was evidently well aware of the profound relationship already established between JLL and my colleagues in the US, but what then turned out to be reality over the past months, driven by the most professional engagement, determination, solution oriented hands-on attitude performed by the team clearly exceeded our expectations. **JLL has truly set a new industry benchmark in Europe not only acting as a pure broker, but as a real advisor in its best possible sense.** ”

Roland Fuchs

Allianz Head of European Debt

In the last 24 months JLL London Debt Advisory Team have been mandated by:



References

Borrowers

Gadi Jay

Blackstone

Head of Capital Markets
+44 207 451 4230
Gadi.Jay@blackstone.com

Kirsten White

 **mace**

Finance Director, Developments
+44 203 522 3000
Kirsten.White@macedevelopments.com

Rohit Srivastava

Brookfield

Senior Vice President
+44 207 408 8360
Rohit.Srivastava@brookfield.com

Joanne McNamara

OXFORD

Executive Vice President
+44 207 822 8353
Jmcmamara@oxfordproperties.com

Lenders

John Gardiner

AIG

Managing Director
+44 207 448 1476
John.Gardiner@aig.com

Katie Cleaveland

Goldman Sachs

Vice President
+44 207 774 1501
Katie.Cleaveland@gs.com

Roland Fuchs

Allianz 

Head of European Debt
+33 142 996 307
Roland.Fuchs@allianz.com

Antonella Bifulco

 **GIC**

Senior Vice President
+44 207 774 4901
AntonellaBifulco@gic.com.sg

Case Studies

Case Studies

Corporate Village
Brussels, Belgium

£71,000,000
Office Refinancing



ESG-Linked *Financing*



10 George Street

London, UK

A best-in-class newly developed 37-storey build-to-rent residential tower comprising 327 units in lease-up

Loan Amount £145,600,000

Loan Type Senior

Client Canary Wharf Group

Lender Type Insurance Company

Status Closed 2021

Collateral ESG Features

The building achieved a Level 4 'Code for Sustainable Homes' rating (Excellent) and is targeting 29% CO2 reductions and 73% water re-use

Financing ESG Highlights

Green loan certification qualified by a clause within the facility agreement that requires annual carbon reporting, including the energy consumption data of the property from the previous year



Amazon Bremen

Bremen, GERMANY

Construction of an XXL multi-level e-commerce fulfilment centre on a built-to-suit basis

Loan Amount €141,000,000

Loan Type Senior

Client Global Investment Manager

Lender Type European Bank

Status In Closing

Collateral ESG Features

The scheme will feature sustainability initiatives including electric charging points on parking spaces and an employee bus service

Financing ESG Highlights

Marketing process resulted in four lenders including ESG financing clauses in their quotes including margin reductions upon achieving Green KPIs such as energy and water use reductions



135 Park Street

London, UK

Financing for the development of a 100% speculative 150,000 SF office project

Loan Amount £108,900,000

Loan Type Stretch Senior

Client Barings & LBS

Lender Type Investment Manager

Status Closed 2021

Collateral ESG Features

The building is targeting BREEAM 'Excellent' rating and has a sustainability strategy targeting 36% CO2 and 40% water use reductions

Financing ESG Highlights

Facility agreement contains a ESG margin reduction for achieving Net Zero Carbon



Social Housing Portfolio

Various, UK

Development and stabilised investment financing for a UK social housing portfolio

Loan Amount £110,000,000

Loan Type Senior & RCF

Client Man Group

Lender Type Bank

Status In Closing

Collateral ESG Features

The Fund will build or acquire high EPC/HQM mixed-tenure affordable homes. Sponsor will specifically target key workers to rent/buy units

Financing ESG Highlights

Loan economics will be linked to social impact KPIs

Office Case Studies

Currently Advising

\$4.8Bn of volume
across

35 transactions

Completed

In the last 24 months across Europe:

\$3.7Bn of volume
across

40 transactions

Case Study #1

Acquisition and full refurbishment
of a central Glasgow
office building



Project Aurora

Glasgow, UK

Loan Amount £56,000,000

Loan Type Senior - Acquisition

Client Forma Real Estate

Lender Type Bank

Status Closed 2021

Case Study #2

Refinancing of six office assets
in strong Barcelona and
Madrid locations



Hispania Office Portfolio

Barcelona / Madrid, SPAIN

Loan Amount €140,000,000

Loan Type Senior - Refinance

Client Blackstone

Lender Type Investment Bank

Status Closed 2020

Case Study #3

Refinancing of a five-office
business park located
in Belgium



Corporate Village

Brussels, BELGIUM

Loan Amount €71,000,000

Loan Type Senior - Refinance

Client RF CorVal

Lender Type Investment Bank

Status Closed 2021

Case Study Spotlight

Granular portfolio of 36 assets
totalling 166,142 SQM across
The Netherlands

Transaction highlights

- Well diversified portfolio (140+ tenants) providing provides excellent cash flow generation and double-digit day-one debt yield
- Refinancing process provided significant repatriation of equity



Time Equities Portfolio

Various, NETHERLANDS

Loan Amount €88,000,000

Loan Type Senior - Refinance

Client Time Equities Inc.

Lender Type Insurance Company

Status Closed 2021

Office Recent Track Record & Live Mandates



Skjutsgossen 12

Stockholm, SWEDEN

Loan Amount €173,000,000
Loan Type Senior - Acquisition
Client Blackstone
Lender Type Investment Bank
Status Closed 2019



Share Building

Amsterdam, NETHERLANDS

Loan Amount €26,000,000
Loan Type Senior - Acquisition
Client Neo Capital
Lender Type Investment Bank
Status Closed 2019



Belgium Office Portfolio

Brussels, BELGIUM

Loan Amount €132,880,000
Loan Type Senior - Acquisition
Client Confidential
Lender Type TBC
Status Marketing



West End Development

London, UK

Loan Amount £400,000,000
Loan Type Senior - Construction
Client Confidential
Lender Type TBC
Status In Closing



Marylebone House

London, UK

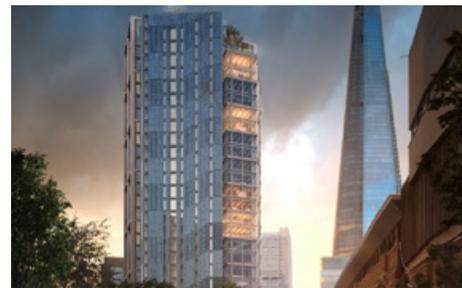
Loan Amount £53,300,000
Loan Type Senior - Acquisition & Capex
Client Angelo Gordon & BAM
Lender Type Debt Fund
Status Closed 2020



Castle Park

Cambridge, UK

Loan Amount £41,600,000
Loan Type Senior - Acquisition & Capex
Client Brydell Partners
Lender Type Insurance Company
Status Closed 2021



EDGE London Bridge

London, UK

Loan Amount £236,000,000
Loan Type Senior - Acquisition & Dev.
Client EDGE and Goldman Sachs
Lender Type Debt Fund
Status In Closing



The Wings

Brussels, BELGIUM

Loan Amount €104,000,000
Loan Type Senior - Construction
Client Ghelamco
Lender Type TBC
Status In Closing

Logistics Case Studies

Currently Advising

\$3.2Bn of volume
across

25 transactions

Completed

In the last 24 months across Europe:

\$3.1Bn of volume
across

32 transactions

Case Study #1

Refinance of seven logistics assets across the UK totaling 2.2M SQF



Project Adelaide

Various, UK

Loan Amount £157,600,000

Loan Type Senior – Acquisition

Client BentallGreenOak

Lender Type Insurance Company

Status Closed 2021

Case Study #2

Construction financing for a built-to-suit warehouse 100% pre-let to an automotive company



Polish BTS

Strykow, POLAND

Loan Amount €26,300,000

Loan Type Senior - Development

Client Hillwood

Lender Type Bank

Status Closed 2020

Case Study #3

Senior loan-on-loan facility for a large logistics loan book



Project Paris

Various, EUROPE & UK

Loan Amount £675,000,000

Loan Type Senior - Refinance

Client Senior – Loan-on-loan

Lender Type Investment Bank

Status Closed 2021

Case Study Spotlight

Senior financing for a UK logistics portfolio containing 5 land parcels

Transaction highlights

- Development of 2.4M SF of Grade A logistics assets located in key UK submarkets
- Strong pre-leasing discussions helped drive competitive financing terms
- Achieved Green-linked facility



UK Portfolio

Various, UK

Loan Amount £240,000,000

Loan Type Senior - Acquisition & Dev.

Client BentallGreenOak

Lender Type Insurance Company

Status Closed 2021

Logistics Recent Track Record & Live Mandates



Gavilanes Portfolio

Madrid, SPAIN

Loan Amount €75,000,000

Loan Type Senior - Development

Client Davidson Kempner/Palm Capital

Lender Type Insurance Company

Status Closed 2020



South Wales Portfolio

Various, UK

Loan Amount £41,000,000

Loan Type Senior - Acquisition

Client Confidential

Lender Type Debt Fund

Status Closed 2021



Project Fusion

Various, CEE

Loan Amount €30,000,000

Loan Type Senior - Acquisition

Client Confidential

Lender Type Confidential

Status Marketing



Amazon Bremen

Bremen, GERMANY

Loan Amount €141,000,000

Loan Type Senior - Development to Perm

Client GLP

Lender Type Bank

Status In Closing



Mulberry Logistics

Doncaster, UK

Loan Amount £75,600,000

Loan Type Senior - Construction

Client BentallGreenOak

Lender Type Insurance Company

Status Closed 2021



Hillwood EU Club III

Various, GERMANY

Loan Amount €135,200,000

Loan Type Senior - Development

Client Hillwood

Lender Type Debt Fund

Status Closed 2021



East Midlands Portfolio

Various, UK

Loan Amount €60,100,000

Loan Type Senior - Development

Client Hines & Oaktree

Lender Type Debt Fund

Status In Closing



Bridge UK Portfolio

Various, UK

Loan Amount £134,600,000

Loan Type Senior - Construction

Client Bridge Industrial

Lender Type TBC

Status Marketing

Living Case Studies

Currently Advising

\$1.4Bn of volume
across

16 transactions

Completed

In the last 24 months across Europe:

\$3.1Bn of volume
across

51 transactions

Case Study #1

Refinance and inventory loan for a 53-storey residential tower in the heart of Canary Wharf



The Madison

London, UK

Asset Type Built-To-Sell Residential

Loan Amount £101,000,000

Loan Type Senior - Refinance & Inv.

Client LBS & Xinyuan International

Lender Type Investment Bank

Status Closed 2021

Case Study #2

Acquisition financing for a 50 asset portfolio in The Hague consisting of 427-units



Netherlands Resi. Portfolio

The Hague, NETHERLANDS

Asset Type Multifamily

Loan Amount €80,000,000

Loan Type Senior - Acquisition

Client MARK (Meyer Bergman)

Lender Type Debt Fund

Status Closed 2021

Case Study #3

Development financing for a 623 bed PBSA project in Cork



Coca Cola Factory

Cork, IRELAND

Asset Type PBSA

Loan Amount €60,400,000

Loan Type Senior - Development

Client CA Ventures & Harrison Street

Lender Type Debt Fund

Status Closed 2021

Case Study Spotlight
Refinance and development financing for a 1,014 bed phased UK PBSA project

Transaction highlights

- True pro rata pari-passu funding structure for development phase including an equity release for the refinance component
- Marketed and closed during challenging market conditions including Covid pandemic



The Oaks

Coventry, UK

Asset Type PBSA

Loan Amount £70,500,000

Loan Type Senior - Refinance & Dev.

Client Brookfield

Lender Type Investment Bank

Status Closed 2021

Living Recent Track Record & Live Mandates



German Resi. Portfolio

Various, GERMANY

Asset Type Multifamily
Loan Amount €64,900,000
Execution Senior & Mezz - Refi. & CapEx
Client Ares
Lender Type Bank & Debt Fund
Status Closed 2020



Mace Portfolio

Various, UK

Asset Type PBSA
Loan Amount £94,300,000
Execution Senior - Refinance
Client Mace Developments
Lender Type Insurance Company
Status Closed 2020



Spanish SFR

Various, SPAIN

Asset Type Single Family Rental Housing
Loan amount €103,000,000
Execution Senior - Acquisition & Dev.
Client Confidential
Lender Type TBC
Status Marketing



Montreal Portfolio

Various, UK

Asset Type PBSA
Loan amount £121,800,000
Execution Senior - Refinance
Client Confidential
Lender Type Confidential
Status In Closing



Turning Torso

Malmö, SWEDEN

Asset Type Multifamily
Loan Amount €50,000,000
Execution Senior - Investment
Client HSB
Lender Type Bank
Status Closed 2020



Signature UK Portfolio

Various, UK

Asset Type Care Homes
Loan Amount £69,000,000
Execution Senior - Development
Client Heitman & Signature
Lender Type Bank
Status Closed 2020



College Road Tower

London, UK

Asset Type Studio BTR - Residential
Loan Amount £127,000,000
Execution Senior - Development
Client Outpost & Oaktree
Lender Type TBC
Status Marketing



PGIM SFR Platform

Various, UK

Asset Type Single Family Residential
Loan Amount £84,400,000
Execution Senior - RCF
Client PGIM
Lender Type TBC
Status Marketing

Hotels Case Studies

Currently Advising

\$1.2Bn of volume
across

10 transactions

Completed

In the last 24 months across Europe:

\$500MM of volume
across

10 transactions

Case Study #1

Refinance and equity release
for 1,252-key European budget
hotel portfolio



easyHotel Portfolio

Various, EUROPE

Asset Type Budget Hotel
Loan amount £37,000,000
Execution Senior - Refinance
Client easyHotel
Lender Type European Bank
Status Closed 2021

Case Study #2

Acquisition and rebranding
capex facility for a 340 key luxury
city centre hotel



Imperial Riding School

Vienna, AUSTRIA

Asset Type Luxury City Centre Hotel
Loan amount €48,600,000
Execution Senior - Acquisition & Capex
Client Northwood
Lender Type Bank
Status Closed 2021

Case Study #3

Mezzanine financing for the
development of the first 5-star
hotel in Reykjavik



Reykjavik EDITION

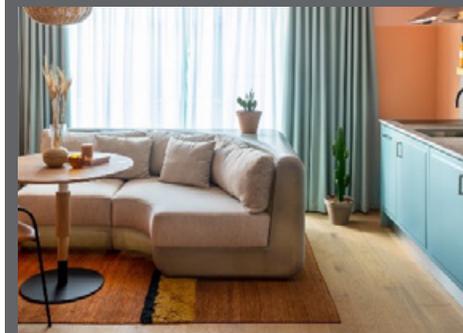
Reykjavik, ICELAND

Asset Type 5* City Centre Hotel
Loan amount \$33,500,000
Execution Mezzanine - Development
Client Confidential
Lender Type Debt Fund
Status Closed 2021

Case Study Spotlight
Refinance and development
financing for a 1,014 bed phased
UK PBSA project

Transaction highlights

- True pro rata pari-passu funding structure for development phase including an equity release for the refinance component
- Marketed and closed during challenging market conditions including Covid pandemic



Edyn EU Portfolio

Various, EUROPE

Asset Type Aparthotel
Loan amount £229,200,000
Execution Senior & Mezz - Refinance
Client Edyn Platform
Lender Type Debt Fund
Status Closed 2021

Hotels Recent Track Record & Live Mandates



Clerkenwell Lifestyle

London, UK

Loan Amount £56,300,000

Execution Stretch Senior - Construction

Client GMG Real Estate

Lender Type Debt Fund

Status Closed 2021



Number 16

London, UK

Loan Amount £13,500,000

Execution Senior - Refinance

Client Firmdale Group

Lender Type Investment Manager

Status Closed 2021



Confidential

West End Hotel

London, UK

Loan Amount £70,200,000

Execution Senior - Acquisition & Capex

Client Confidential

Lender Type TBC

Status Marketing



Confidential

Shoreditch Development

London, UK

Loan Amount £67,700,000

Execution Senior - Development

Client Confidential

Lender Type Debt Fund

Status In Closing



Slieve Donard Hotel

Northern Ireland, UK

Loan Amount £37,600,000

Execution Senior - Acquisition & Capex

Client AJ Capital

Lender Type Debt Fund

Status Closed 2021



The Marine Hotel

Tron, UK

Loan Amount £13,000,000

Execution Senior - Refinance & Capex

Client AJ Capital

Lender Type Bank

Status Closed 2021



Confidential

Prime Mayfair Portfolio

Confidential, UK

Loan Amount c.£500,000,000

Execution Senior - Refinance

Client Confidential

Lender Type Insurance Company

Status In Closing



Six Senses Ibiza

Ibiza, SPAIN

Loan Amount €175,000,000

Execution Senior - Refinance

Client Metric Capital

Lender Type TBC

Status Marketing

Retail Case Studies

Currently Advising

\$300MM of volume
across

5 transactions

Completed

In the last 24 months across Europe:

\$800MM of volume
across

9 transactions

Case Study #1

Acquisition financing for a mixed-use portfolio comprising seven assets across three UK towns



UK Portfolio

Various, UK

Asset Type Retail-Led Portfolio

Loan Amount £33,800,000

Execution Senior - Acquisition

Client Brydell Partners

Lender Type Insurance Company

Status Closed 2021

Case Study #2

Acquisition financing for 16 centrally located department stores across Germany



Karstadt Portfolio

Various, GERMANY

Asset Type Department Store Portfolio

Loan Amount €320,200,000

Execution Senior - Acquisition

Client Apollo Global Management

Lender Type Bank

Status Closed 2020

Case Study #3

Refinance of a portfolio of Hellweg hardware & DIY stores across Germany



Hellweg Portfolio

Various, GERMANY

Asset Type Hardware Store Portfolio

Loan Amount €37,800,000

Execution Senior - Acquisition

Client Slate AM

Lender Type Bank

Status Closed 2021

Case Study Spotlight

Refinance of a eight asset mixed used portfolio located in Helsinki

Transaction highlights

- In June 2017, the Client acquired this company for c.€2.0Bn (fair value of properties was c.€4.0Bn)
- The total Portfolio is split into multiple groups



Project Sponda

Various, FINLAND

Asset Type Mixed Use

Loan Amount €800,000,000

Execution Senior & Mezz - Refinance

Client Confidential

Lender Type Investment Bank

Status Closed 2021

Retail Recent Track Record & Live Mandates



Mässhallen 1

Stockholm, SWEDEN

Loan Amount €19,000,000
Execution Senior - Refinance
Client Stockholmsmässan
Lender Type Bank
Status Closed 2020



B&Q Grimsby & Bury

Various, UK

Loan Amount £31,400,000
Execution Senior - Refinance
Client Kamco Invest
Lender Type Bank
Status Closed 2020



Sainsbury's Edinburgh

Edinburgh, UK

Loan Amount £20,900,000
Execution Senior - Acquisition
Client Urbium Capital Partners
Lender Type TBC
Status In Closing



New Bond Street

London, UK

Loan Amount £84,000,000
Execution Senior - Refinance
Client Confidential
Lender Type TBC
Status In Closing



103 Mount Street

London, UK

Loan Amount £47,400,000
Execution Senior - Acquisition
Client Trinova & Stars REI
Lender Type Insurance Company
Status Closed 2020



Soder

Helsingborg, SWEDEN

Loan Amount €29,000,000
Execution Senior - Refinance
Client Jefast AB
Lender Type Bank
Status Closed 2020



Retail Warehouse

Confidential, UK

Loan Amount £8,400,000
Execution Senior - Refinance
Client UK Private Equity Fund
Lender Type Bank
Status In Closing



Bridgend

Bridgend, UK

Loan Amount £69,000,000
Execution Senior - Acquisition
Client Confidential
Lender Type TBC
Status In Closing

Life Sciences Case Studies

Currently Advising

\$200MM of volume
across

3 transactions

Completed

In the last 24 months across Europe:

\$400MM of volume
across

4 transactions

Case Study #1

Acquisition of a 23,000 sqm
freehold life science facility in
Helsinki

Case Study #2

Quality 59,000 SF long leased office
property comprising office and fully
fitted laboratory space

Case Study #3

Phase A of a seven-building life
sciences cell and gene therapy
innovation campus



Project Kingfisher

Helsinki, FINLAND

Loan Amount €39,600,000
Execution Senior - Acquisition
Client Confidential
Lender Type TBC
Status Marketing

310 Science Park

Cambridge, UK

Loan Amount £29,300,000
Execution Senior
Client Oxford Properties
Lender Type Bank
Status Closed 2021

The Forge Bio

Stevenage, UK

Loan Amount £32,900,000
Execution Senior
Client Global Investment Manager
Lender Type Bank
Status In Closing

TUS Science Park

Cambridge, UK

Loan Amount £55,000,000
Execution Senior - Refinance
Client TusPark Holding
Lender Type Bank
Status Closed 2021

Case Study Spotlight

Refinancing of a long leasehold
three asset Life Sciences portfolio
located in Cambridge

Transaction highlights

- Refinanced the existing facility that was secured against one of the assets and released equity to the Sponsor from the other two assets
- Equity release was used to partially fund the final forward funding payments for two more buildings located on the science park

Mixed Use Case Studies

Currently Advising

\$1.2Bn of volume
across

8 transactions

Completed

In the last 24 months across Europe:

\$2.1Bn of volume
across

10 transactions

Case Study #1

22-storey tower containing Grade A office accommodation, 100 apartments and a retail offering



225 City Road

London, UK

Asset Type Office, Retail, Living
Loan Amount £175,000,000
Execution Senior - Mezz Development
Client Ghelamco
Lender Type Bank & Debt Fund
Status Closed 2020

Case Study #2

Acquisition and capex financing for a 2-asset office and retail portfolio



The Heal's Building

London, UK

Asset Type Office, Retail
Loan Amount £98,700,000
Execution Senior – Acquisition & Capex
Client KKR & General Projects
Lender Type Bank & Debt Fund
Status Closed 2020

Case Study #3

Long-term refinancing of an office and logistics portfolio



Office/Logistics Portfolio

London, UK

Asset Type Office, Logistics
Loan Amount £152,800,000
Execution Senior – Refinancing
Client Confidential
Lender Type Insurance Company
Status Closed 2020

Case Study Spotlight

Refinance of a PBSA led mixed use scheme in Botley, just west of Oxford city centre

Transaction highlights

- High LTV request to prevent Sponsor from injecting further equity
- Flexible prepayment terms required in order to provide sponsor with flexible disposal opportunities



West Way Square

Oxford, UK

Asset Type PBSA, Retail, Hospitality
Loan Amount £70,300,000
Execution Senior – Refinancing
Client Mace
Lender Type TBC
Status Marketing

Small Cap Case Studies

Currently Advising

\$111MM of volume
across

9 transactions

Completed

In the last 24 months across Europe:

\$600MM of volume
across

41 transactions

Case Study #1

Refinance of a 166,000 SF
mixed-use single tenant scheme
with office & industrial space



Pinley House & PSA Tech.

Coventry, UK

Asset Type Office, Retail, Living

Loan Amount £20,700,000

Execution Senior – Acquisition

Client Oryx Real Estate Partners

Lender Type Bank

Status Closed 2021

Case Study #2

Investment financing for a
prime PBSA asset in Glasgow
City Centre



Base Glasgow

Glasgow, UK

Asset Type PBSA

Loan Amount £21,000,000

Execution Senior – Acquisition

Client Confidential

Lender Type Bank

Status Closed 2021

Case Study #3

Refinance of a 46-asset logistics
portfolio totalling 330,000 SF
across the UK



Escala Portfolio

Various, UK

Asset Type Logistics

Loan Amount £16,000,000

Execution Senior – Refinance

Client Family Office

Lender Type Bank

Status Closed 2020

Case Study Spotlight

Construction financing for
speculative development of 3
logistics units totalling 325,000 SF

Transaction highlights

- The loan included a VAT account, and did not have any mandatory letting milestones
- No cost over-run or interest shortfall guarantees were required



Milton Ham

Northampton, UK

Asset Type Logistics

Loan Amount £22,300,000

Execution Senior - Development

Client Firethorn Trust

Lender Type Debt Fund

Status Closed 2020

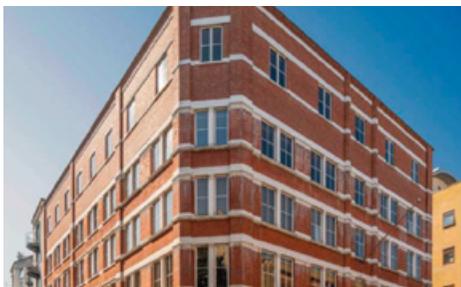
Small Cap Recent Track Record & Live Mandates



Kassel Logistics

Kassel, GERMANY

Asset Type Logistics
Loan Amount €16,800,000
Execution Senior - Acquisition
Client European Logistics Investor
Lender Type Bank & Debt Fund
Status Closed 2021



Albion House

London, UK

Asset Type PBSA
Loan Amount £20,700,000
Execution Senior - Construction
Client RE Capital
Lender Type Bank
Status Closed 2021



Danish Logistics Portfolio

Various, DENMARK

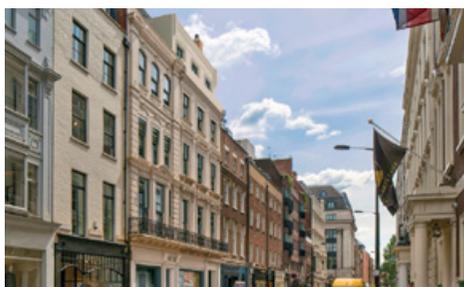
Asset Type Logistics
Loan Amount DKK 181,200,000
Execution Senior - Acquisition
Client European Logistics Investor
Lender Type TBC
Status Marketing



New Bond Street

London, UK

Asset Type Office
Loan Amount £21,000,000
Execution Senior - Refinance
Client Confidential
Lender Type TBC
Status Marketing



Dover & Mortimer Street

London, UK

Asset Type Office
Loan Amount £18,200,000
Execution Senior - Acquisition
Client Family Office
Lender Type Bank
Status Closed 2021



UK Logistics Portfolio

Various, UK

Asset Type Logistics
Loan Amount £23,100,000
Execution Senior - Acquisition
Client PE Fund
Lender Type Investment Bank
Status Closed 2021



Citadel

Birmingham, UK

Asset Type Office
Loan Amount £9,800,000
Execution Senior - Refinance & Capex
Client Kinrise
Lender Type Debt Fund
Status In Closing



Trevelyan Square

Leeds, UK

Asset Type Office
Loan Amount £18,000,000
Execution Senior - Acquisition & Capex
Client Kinrise
Lender Type TBC
Status Marketing

Small Cap Recent Track Record & Live Mandates



The Wooden Village

Jonkoping, SWEDEN

Asset Type Student Accommodation

Loan Amount €16,800,000

Execution Senior - Development

Client BOAB

Lender Type Bank

Status Closed 2020



Project Concrete

Uppsala, SWEDEN

Asset Type Residential - Built to sell

Loan Amount €9,500,000

Execution Senior - Development

Client RAW

Lender Type Bank

Status Closed 2020



Bergstraße

Bensheim, GERMANY

Asset Type Residential

Loan Amount €4,100,000

Execution Senior - Acquisition

Client WEKA Wohnbau

Lender Type Bank

Status Closed 2020



THU Leipzig

Leipzig, GERMANY

Asset Type Student Accommodation

Loan Amount €28,300,000

Execution Senior - Acquisition

Client AT Bauprojekte GmbH

Lender Type Debt Fund

Status Closed 2020



Project Käppala

Stockholm, SWEDEN

Asset Type Infrastructure

Loan Amount €20,200,000

Execution Unsecured Bond

Client Käppala

Lender Type Investment Bank

Status Closed 2020



Project Junior

Stockholm, SWEDEN

Asset Type Mixed Use

Loan Amount €4,100,000

Execution Senior

Client Junior Living

Lender Type Debt Bank

Status Closed 2020



Ingelheim

Ingelheim, GERMANY

Asset Type Residential

Loan Amount €4,050,000

Execution Senior - Development

Client WEKA Wohnbau

Lender Type Bank

Status Closed 2020



Varrelheide

Hannover, GERMANY

Asset Type Residential

Loan Amount €6,300,000

Execution Senior - Development

Client AXIA Gruppe

Lender Type Bank

Status Closed 2020

Other *Capabilities*

Other Capabilities

135 Park Street
London, UK

£108,900,000
Acquisition & Development
Financing



US Debt Advisory *Capabilities*

JLL is America's dominant Debt Advisory firm

U.S. Industry Rankings by Line of Business



#1

Total Originations

\$101.6Bn

Total Debt Volume

MBA (Mortgage Bankers Association)

JLL Debt Advisory Rankings

- #1** Intermediary
- #1** Originator for Third Parties
- #1** Direct Originations
- #1** Life Company
- #1** REITs, Mortgage REITs, Investment Funds
- #1** Specialty Finance
- #1** First Lien
- #1** Seconds/Mezzanine/Preferred Equity
- #1** Intermediary for Commercial Bank/Savings Institution
- #1** Multi-housing, Retail, and Hotel



2019 MBA Ranking

Originations for third parties

Rank	Name
1	JLL
2	Eastdil Secured
3	CBRE
4	Meridian Capital Group
5	Key Bank
6	Newmark knight Frank
7	Walker & Dunlop
8	Berkadia
9	Morgan Stanley
10	JP Morgan Chase & Company
11	Well Fargo
12	Cushman & Walkfield
13	Citygroup Global Markets
14	Deutsche Bank Securities, Inc
15	PNC Real Estate

Derivatives *Advisory*

The JLL Debt Advisory team works hand-in-hand with our Derivative Advisory team to procure optimal interest rate hedging solutions

Our team of ex derivatives traders are best positioned to:

- 01 Monitor real time trading desk positions and exposure to **identify counterparty candidates** with the most capacity and appetite for each trade
- 02 Negotiate favourable language into term sheets and facility agreements, **maximising flexibility** and **reducing the cost of derivatives**
- 03 Tailor bespoke interest rate hedging products to **mitigate interest rate risk** pre-closing (swaption or forward swap) and/or during the loan term (traditional swap or custom cap) as needed
- 04 Bring **transparency** to an opaque dimension of the financing process

Global Derivatives Coverage

23

Derivatives experts across the globe

\$50 billion

Derivatives volume traded in 2018 - 2019

700+

No. of Derivatives transactions yearly

JLL Global Derivatives Hubs



London, UK
Stockholm, SWE
New York, US
Charlotte, US



Quantitative and Risk *Management*

The Q&RM team offers a unique combination of traditional real estate expertise, financial risk assessment capabilities and market leading knowledge of big data technology

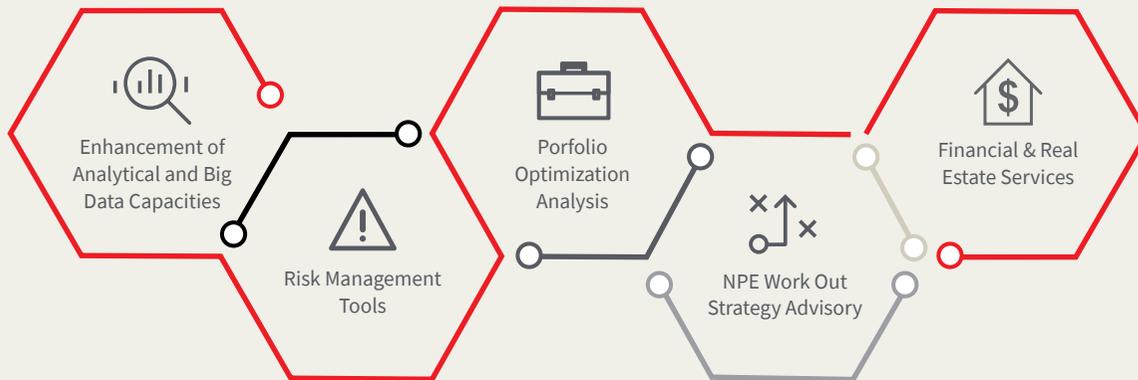
The Q&RM team is comprised of professionals possessing regulatory, financial and real estate backgrounds, overlaid with expertise in non-performing exposures.

Using JLL's proprietary technology, the Q&RM team assists large, sophisticated investors analyse significant quantum of data.

The efficiency and accuracy of our technology allows our clients to pursue granular opportunities nimbly and with conviction.

The JLL Q&RM team covers Spain, Italy, Portugal and the UK, with plans to expand into additional European markets.

The Q&RM Offering



Q&RM Statistics

€90Bn+
of Gav

24k+
Borrowers

500k+
Real Estate Assets

€15Bn+
Land Value

60+
Projects Advised Since 2016

Our European Debt Advisory *Offices*

United Kingdom

30 Warwick Street
London, W1B 5NH

Spain

Paseo de la Castellana 79,
28046 Madrid

Poland

Warsaw Spire plac Europejski 1
00-844 Warsaw

Germany

Bockenheimer Landstraße 55,
60325 Frankfurt am Main

Sweden

Birger Jarlgatan 25
111 81 Stockholm

Romania

Calea Victoriei nr. 145
Bucharest

