

Real Estate Debt

Partner of choice



Aviva Investors is one of Europe's largest managers of real assets, with over 35 years of experience and £49.8 billion of assets under management.¹ We are one of the leading providers of real estate finance in the UK, with a growing presence in Europe.

Over more than three decades, we've built up a significant portfolio helping to finance borrowers ranging from REITs and listed property companies to family trusts and private investors.

While you pull together a deal, we'll put together the right team for you to work with to get the best funding solution.

Why choose Aviva Investors?

- Leading UK institutional lender with over 35 years experience providing real estate finance.
- Ability to provide innovative funding solutions to meet borrowers' needs, with the capability to provide shorter-dated flexible finance and longer-term fixed rate funding.
- Delivered by an established team with experience covering a wide range of transactions and funding structures.

Criteria	GBP	EUR
Format / Structure	Fixed and floating	Fixed and floating
Tenor	5-25 years or longer for fixed rate 3-7 years for floating	3-10 years
Transaction size	From £5m to £200m+	From €5m to €50m
LTV	Maximum of 65%	Maximum of 65%
Asset type & quality	<ul style="list-style-type: none"> • Commercial asset classes with a preference for prime / good secondary • Operating assets including hotels, student and residential 	Most asset classes with preference for prime / good secondary
Asset location	UK only	Western Europe (limited appetite for peripheral countries, must be Euro denominated)
Prepayment	Modified SPENS / Market standard	Market standard

Contacts

Simeon Cobb Director, Origination 01603 684211 simeon.cobb@ avivainvestors.com	Neil Dobson Director, Origination 01603 689045 neil.dobson@ avivainvestors.com	Romain Linot Director, Real Estate Europe +33 1 71 27 95 08 romain.linot@ avivainvestors.com	Adrian Poole Director, Origination 01603 682856 adrian.poole@ avivainvestors.com	Nick Solomon Director, Origination 020 7809 8440 nick.solomon@ avivainvestors.com
--	--	--	--	---

¹ Source: Aviva Investors as at 30 June 2018

Real Estate Debt



Key Transactions

Ashby Capital

Size	£33.5m
Type	Fixed and floating
Term	5 years
Security	Retail Warehouse
Mandate	Multiple external



Institutional Investor

Size	£236m
Type	Fixed
Term	10 years
Security	Student Portfolio
Mandate	Internal



UK Estates

Size	£17.5m
Type	Fixed
Term	29 years
Security	Office Asset
Mandate	Internal



High Net Worth Individual

Size	€225m (€45m participation)
Type	Fixed
Term	9 years
Security	Luxury Hotel – Paris
Mandate	Internal



Private Investor

Size	£12.5m
Type	Fixed
Term	7 years
Security	Regional Offices and Retail
Mandate	External



M7

Size	£72m
Type	Floating
Term	5 years
Security	Retail portfolio of 20 assets
Mandate	Multiple external



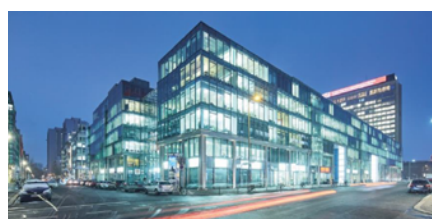
Equites

Size	£78.8m
Type	Fixed
Term	6 years
Security	Industrial/Distribution Portfolio
Mandate	Internal



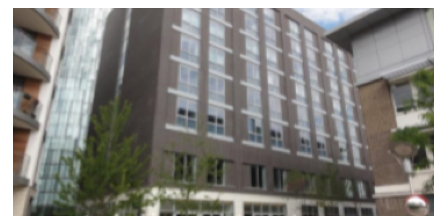
PE Fund

Size	€346m (€15m participation)
Type	Floating
Term	7 years
Security	Office Asset – Germany
Mandate	Internal and external



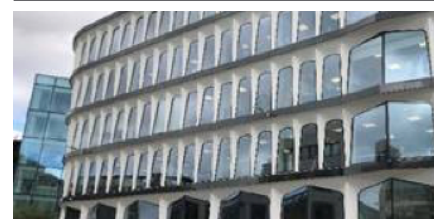
Private Investor

Size	£15.8m
Type	Fixed
Term	5 years
Security	Greater London Hotel
Mandate	External



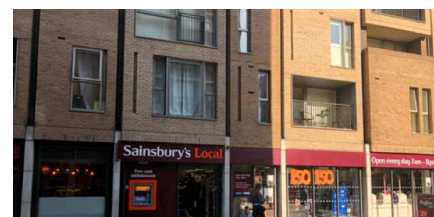
Romulus

Size	£136m
Type	Fixed
Term	10 years - 5 year extension
Security	Hotel, Office & Retail Portfolio
Mandate	Internal



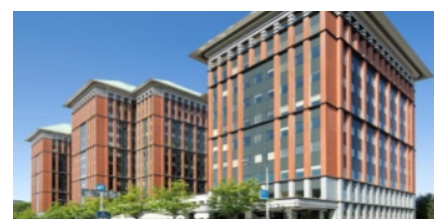
US Investor

Size	£5.7m
Type	Fixed
Term	5 years
Security	Retail (Supermarkets)
Mandate	External



PE Fund

Size	€219m (€9.7m participation)
Type	Floating
Term	7 years
Security	Office Portfolio – Amsterdam
Mandate	Internal and external



Important Information

Except where stated as otherwise, the source of all information is Aviva Investors Global Services Limited (Aviva Investors) as at 11 October 2019. Unless stated otherwise any view and opinions are those of Aviva Investors. They should not be viewed as indicating any guarantee of return from an investment managed by Aviva Investors nor as advice of any nature. The value of an investment and any income from it may go down as well as up and the investor may not get back the original amount invested. Issued by Aviva Investors Global Services Limited, registered in England No.1151805. Registered Office: St. Helen's, 1 Undershaft, London, EC3P 3DQ.

48556 - RA19/1348/18102020