


UBS Real Estate Advisory


Sale & Rent-back References




Track Record – UBS Real Estate Advisory


Sale & Rent-back of two UBS properties

 **UBS**
Real Estate Portfolio Strategy & Management
Sale of two office properties



to


SwissLife
Advisor and Placement Agent of the Seller:


 **UBS**
Real Estate Advisory

September 2013


Transaction type	Sale & Rent-back
Seller	UBS AG
Buyer	SwissLife
Property type	Office property
Location	Zurich CBD
Challenges	<ul style="list-style-type: none">• Limited number of investors• Comprehensive transaction management• Complex contract management
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 Vendor Due Diligence• Execution of limited investors auction• Leading negotiations and placement

Track Record – UBS Real Estate Advisory

Sale and (partial) Rent-back of nine UBS properties


Real Estate Portfolio Strategy & Management


Sale & Rent-back of a mixed used real estate portfolio



to

an institutional investor and a private individual

Advisor and Placement Agent of the Seller:


Real Estate Advisory

September 2013


Transaction type	Sale & Rent-back
Buyer	Institutional investor and a private individual
Property type	Mixed usage (retail / office / residential)
Location	Switzerland - 9 properties in 7 cantons
Challenges	<ul style="list-style-type: none">• Heterogeneous real estate portfolio (city and outskirts, different asset sizes, condominium ownership and joint ownership)• Comprehensive transaction management (several stakeholders, complex strategy incl. alternatives)• Execution Vendor Due Diligence
Role of Real Estate Advisory	<ul style="list-style-type: none">• Development of transaction structure (Optimization of sales price)• Coordination of third party experts and stakeholders• Leading negotiations regarding rent-back contracts (handling of conflict of interests: optimization of sales price and retention of flexible rental contracts)• Complex contract management• Execution of limited investors auction• Leading sales negotiations and placement

Track Record – UBS Real Estate Advisory

Sale & Rent-back of three logistics and office properties in Münchenstein and Birsfelden (BL)

PLANZER


Sale & Rent-back of three logistics properties in Münchenstein and Birsfelden



to

ECOREAL
ECOREAL Schweizerische Immobilien Anlagestiftung

Advisor and Placement Agent of the Seller:




Real Estate Advisory

April 2012


Transaction type	Sale & Rent-back
Seller	Planzer Transport AG
Buyer	ECOREAL Schweizerische Immobilien Anlagestiftung
Object type	Office- and logistics properties
Location	Münchenstein and Birsfelden, canton of Basel-Landschaft
Challenges	<ul style="list-style-type: none">• Leasehold properties• Building age, maintenance backlog• Double-net rental contract• Limited investor circle
Role of Real Estate Advisory	<ul style="list-style-type: none">• Execution Vendor Due Diligence• Negotiation new ground lease agreement• Development of transaction structure• Execution of limited investors auction• Leading negotiations and placement

Track Record – UBS Real Estate Advisory


Sale of a bank branch with an indoor parking lot in the Olten city centre

 **UBS**
Real Estate Portfolio Strategy & Management


Sale & Rent-back of an office and commercial property in Olten



to

 **LEGO**
INTERLEGO AG

Advisor and Placement Agent of the Seller:

 **UBS**
Real Estate Advisory

January 2012

Transaction type	Sale & Rent-back (partial)
Seller	UBS Real Estate Portfolio Strategy & Management
Buyer	INTERLEGO AG
Property type	Office- and commercial property / bank branch
Location	Olten city centre
Challenges	<ul style="list-style-type: none">• Building with maintenance requirements• New stairwell concept needed• Coordination of the project UBS Branch Format• Vacancies• Indoor parking lot in joint ownership and ground lease
Role of Real Estate Advisory	<ul style="list-style-type: none">• Execution Vendor Due Diligence• Support and coordination of expert assessment regarding renovation and stairwell concept• Creation of sales documentation• Leading negotiations and placement• Coordination Signing / Closing