

Commercial real estate today

Wells Fargo has the most comprehensive commercial real estate banking, capital markets, and advisory platform, nationwide and abroad. Our commitment to commercial real estate through all economic cycles has helped us to maintain lasting relationships with our customers throughout their growth and development.


#1 in annual commercial real estate originations in the U.S. for the last six years running

Source: MBA Commercial Real Estate/Multifamily Finance Firms Annual Origination Volumes, 2009 - 2014



#1 largest servicing portfolio of commercial real estate loans in the U.S.

Source: MBA Commercial/Multifamily Mortgage Servicer Rankings, year-end December 31, 2015




#1 Real Estate M&A Advisory

Source: Thomson Reuters LPC, 2015; SNL Financial, 2015; and Company Filings



#1 U.S. Real Estate Bookrunner by volume and number of transactions

Source: Thomson Reuters LPC, Q1 2015



#1 Overall Broker Equity sales broker and #1 in office, hotel, and retail

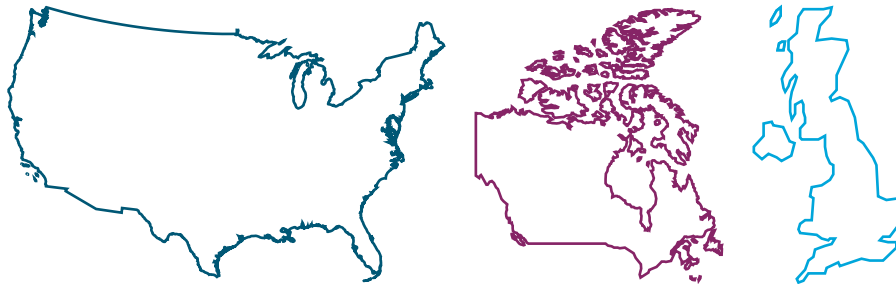
Source: Real Estate Alert 2015

Together we'll go far



We have commercial real estate locations in North America, London, and Canada

We execute commercial real estate transactions of all sizes, property types, and locations throughout the U.S. and select markets abroad.



Our products and services

- Construction, acquisition, bridge, interim, and mezzanine lending
- Loan syndications
- CMBS and permanent balance sheet financing
- Debt placement
- Loan and property sales
- Private equity and JV fund raising¹
- Public equity underwriting¹
- Public-preferred equity underwriting¹
- Strategic advisory and M&A
- Securitization
- Warehouse lending
- Loan servicing
- Treasury management²
- Interest rate protection solutions
- Fannie Mae, Freddie Mac, and FHA

We can customize a financing solution to suit your business. Our experts will work with you to ensure you receive optimal financing for your unique needs.

Contact us today.

wellsfargo.com/realestate

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Small balance programs

Wells Fargo Real Estate Capital Markets meets the non-recourse, permanent debt needs of today's commercial real estate owners through CMBS and balance sheet loans. Our small balance programs offer a streamlined, cost-effective, simplified process for loans from \$1mm – \$15mm, with flexibility and certainty of closing.

Products: Non-recourse, fixed and floating-rate CMBS or floating-rate balance sheet loans

Loan size: \$1mm – \$15mm

Property types: Office, industrial, retail, multifamily, manufactured home communities, and self-storage

Locations: Primary, secondary, and qualifying tertiary U.S. markets

Term: 2 – 10 years

Interest rate spread: Quoted over corresponding index

Maximum LTV: 75%

Minimum DSCR: 1.25

Minimum debt yield: 8%

Prepayment: Fixed CMBS: Standard defeasance
Floating rate: Flexible lockout and prepayment terms

Loan fees: Fixed CMBS: Par
Floating rate: 0% – 1%

Liability: Non-recourse, except for standard carveouts to borrower and key principal(s)

Impounds: Taxes, insurance, capex, and TI/LCs (if applicable)

Processing fees: \$25,000 processing fee for loans below \$10mm (includes legal and third-party reports)
\$30,000 processing fee for loans above \$10mm – \$15mm (includes legal and third-party reports)

Closing: Within 60 days

Servicing: Wells Fargo Commercial Mortgage Servicing performs all of our servicing and helps maintain the relationship with the borrower post-closing

Complementary products: \$5mm and above CMBS and balance sheet programs





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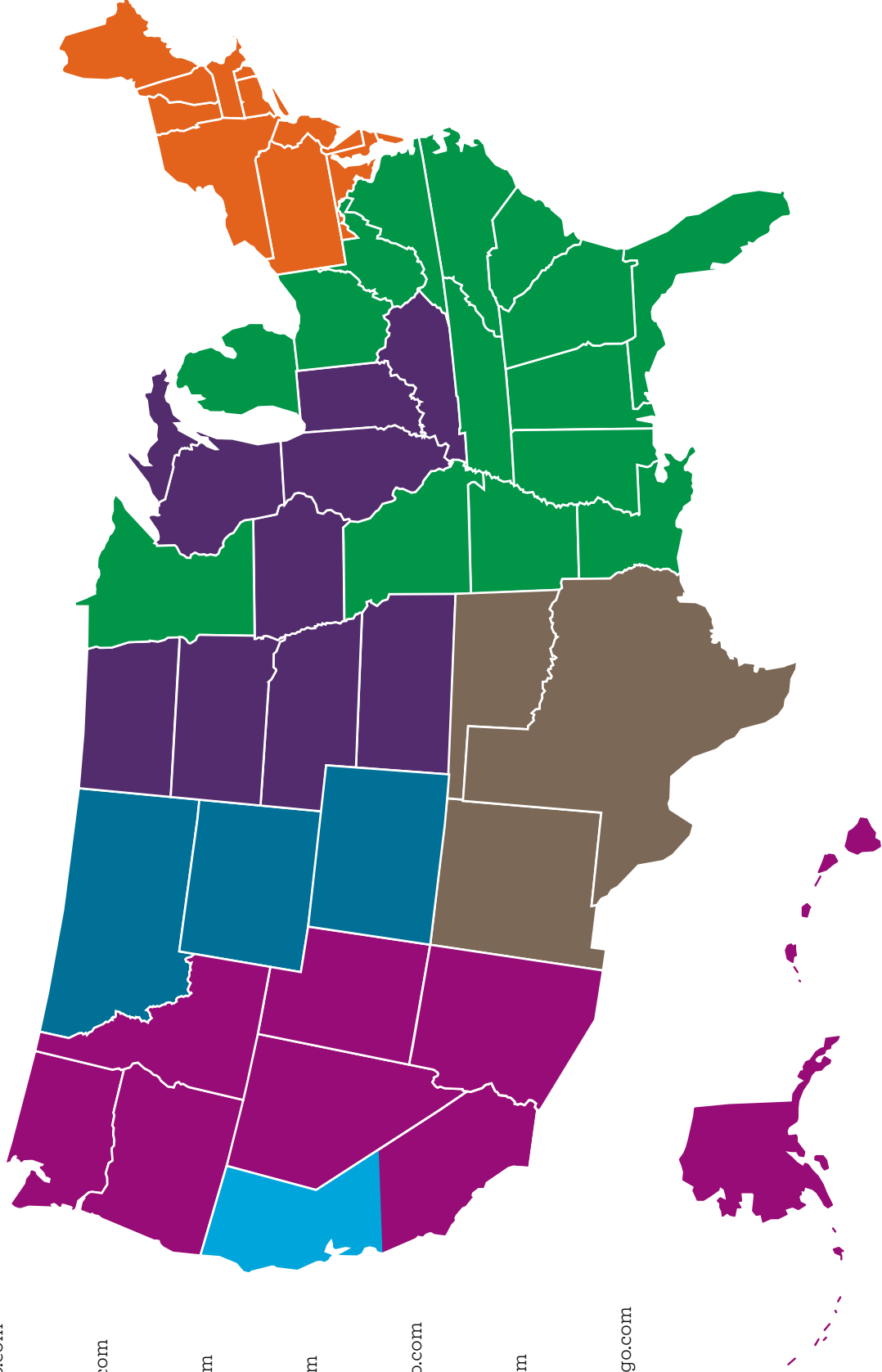
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RECM Origination Team Small Balance Program



Together we'll go far

Specialized Lending & Investment

Cash Management and Depository Services

We specialize in the delivery of customized cash management services and products to residential mortgage servicers, commercial mortgage servicers, commercial real estate companies, mortgage originators, lender controlled structures, hedge fund companies, and REO properties. We manage more than 25,000 accounts and nearly \$11 billion in deposit balances. We have become a trusted advisor to our clients in these industries, with a business specialty team that provides the best cash management systems and solutions to meet individual company needs. Our dedicated team is intimately familiar with cash management needs, with more than 12 years' experience in this space.

How we add value

We add value by building customized solutions — tailored to our clients' specific needs — that maintain, improve, and grow your business. Our goal is to:

- Streamline and enhance back-office operations to add and manage high volumes of accounts and transactions, without increasing client manpower
- Provide fast and accurate migrations of new customer account portfolios that meet investor requirements
- Specialize in investor custodial account setup and requirements, including government agencies
- Provide integrated cash management services structured to meet the corresponding loan's credit terms and investor requirements
- Provide Wells Fargo systems, technology, and banking services that enable numerous operators to access and manage accounts, images, and transaction details simultaneously from locations worldwide through our award-winning *Commercial Electronic Office*® (CEO®) portal
- Help leverage your technology investment to streamline and automate your payments and remittance processes
- Offer competitive pricing and creative plans on operating banking relationships to offset fees or maximize investment yields

Dedicated relationship team

With Wells Fargo, you have a dedicated relationship team that is specialized in managing cash management banking relationships. Your team is led by an experienced relationship manager, along with a team of specialists, specifically assigned to your organization, who possess a deep knowledge and understanding of all aspects of operating requirements. This team approach ensures continuity of service at all times.

Cash management services

- Deposit control agreements
- Springing agreements
- Custodial accounts (tax, insurance, and holdbacks)
- Operating accounts
- Cash management accounts
- Restricted accounts
- Waterfall maintenance
- International
- Investment options/sweep
- Residential servicer cash management
- Commercial servicer cash management

Let us bring our knowledge and expertise to your business.

One of the largest commercial mortgage servicers for:

- Investment banks
- Life companies
- Financial institutions
- HUD/FHA
- Government-sponsored enterprises: Freddie Mac and Fannie Mae

Together we'll go far



Specialized Lending & Investment

Cash Management and Depository Services

As an experienced, dedicated relationship team with 12 years' experience in the cash management and depository services space, we are a trusted advisor to our clients in various real estate industries. Our business specialty team provides the best cash management systems and solutions to meet individual company needs while ensuring continuity of service at all times.

Customers

- Residential mortgage servicers
- Commercial mortgage servicers
- Commercial real estate companies
- Mortgage originators
- Lender-controlled structures
- Hedge fund companies
- REO properties

“ Managing 25,000+ accounts and \$11 billion in deposit balances ”

One of the largest commercial mortgage servicers for:

- Investment banks
- Life companies
- CMBS
- Financial institutions
- HUD/FHA
- Freddie Mac and Fannie Mae

How we add value

We add value by building solutions that are tailored to our clients' specific needs and help maintain, improve, and grow your business. Our goal is to:

- Streamline and enhance back-office operations to add and manage high volumes of accounts and transactions, without increasing client manpower
- Provide fast and accurate migrations of new customer account portfolios that meet investor requirements
- Specialize in investor custodial account setup and requirements, including government agencies
- Provide integrated cash management services structured to meet the investor requirements and credit terms of the corresponding loan
- Provide Wells Fargo systems, technology, and banking services through our *Commercial Electronic Office*[®] (CEO[®]) portal
- Help leverage technology investment to streamline and automate payments and remittance processes
- Offer competitive pricing and creative plans on operating banking relationships to offset fees or maximize investment yields

Together we'll go far



Growing relationships

Altisource | Customer since 2010

- Began relationship with one entity: Nationwide Credit, Inc., a wholly owned subsidiary of Altisource Portfolio Solutions, Inc.
- Business grew from two entities to managing more than 25 sub-entities under the relationship name of Altisource
- Wells Fargo is now the primary bank for Altisource with 90 accounts
- Average collected balances over a given six-month period total more than \$85,000,000
- Annual treasury management revenue from Altisource grew from \$300,000 in 2012 to \$490,000 in 2015
- Introduced cross-sell partners, resulting in revenue totaling more than \$824,000 within a 12-month period
- Successful cross-sell:
 - Insurance services
 - Corporate trust services
 - Treasury management
 - Foreign exchange
 - Cash management

Who to contact

Both the SLST Cash Management and DACA teams open DACA accounts. Relationship managers should continue to send all standard DACA requests to the DACA team. However, any complex treasury needs, which fall outside of the DACA team's scope or expertise, should be brought to the SLST Cash Management team, which include:

- Custodial accounts (tax, insurance, and holdbacks)
- Waterfall maintenance
- International
- Investment options/sweep
- Residential servicer cash management
- Commercial servicer cash management

Let us bring our knowledge and expertise to your business. For more information, contact:

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Defeasance services

Defeasance is the process by which the real estate collateral securing a mortgage loan is replaced by government securities in order to release the real estate collateral, while keeping the payment stream for the mortgage loan intact. The release of the original collateral allows the borrower to sell or refinance the real estate.



The Wells Fargo Advantage

Our comprehensive approach and marketplace relationships turn the complex process of defeasing a loan into a cost-effective and seamless solution.

Securities — If Wells Fargo services the loan and the loan documents allow, we do not require the borrower to purchase securities through the maturity date, but only through the date on which the borrower is permitted to prepay the loan without penalty, typically 30, 60, or 90 days before the maturity date. This benefit means huge savings for the borrower, and is a feature most competitors do not offer.

Low third-party costs — Our strong third-party relationships and industry contacts allow us to negotiate lower third-party fees, passing those savings on to you.

Experience — We have closed more than 6,000 defeasance transactions totaling over \$70 billion in principal balance since 2004, and have consulted borrowers on more than half of those transactions.

Free quotes — We offer free quotes based on real-time pricing.

wellsfargo.com/defeasance

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Industry expertise — We are CMBS industry experts and have significant experience representing borrowers in portfolio transactions involving multiple servicers, New York-style mortgage assignments, and rating agency transactions.

Relationship-oriented — Our staff takes the time to understand your needs and objectives, so we can effectively serve you now, and in the future.

Our client base

- Individual borrowers
- Institutional investors
- Financial institutions
- Investment banks
- Third-party investment groups

Contact us

For more information, please call us at 866-734-5757, or email at defeasance@wellsfargo.com.

Together we'll go far



Why choose Wells Fargo for your defeasance needs?

Experienced team

In the last 10+ years, we have served as Consultant on more than 6,000 defeased loans...



...totaling more than \$70 billion in defeasance transactions.

Simplified process

By acting in multiple defeasance roles on your behalf, we eliminate the complexity of having additional parties involved.



Lower costs



We offer free quotes based on real time pricing...



...and our strong relationships with third-party vendors allow us to negotiate on your behalf and pass the savings along to you.



Want to know more?

For more information, please contact us at 1-866-734-5757 or defeasance@wellsfargo.com
wellsfargo.com/defeasance

NOT FDIC-INSURED • NO BANK GUARANTEE • MAY LOSE VALUE

Commercial Mortgage Servicing

Customized Portfolio Services

We specialize in loan servicing and asset management for third-party lenders' portfolios of performing and non-performing loans, as well as subordinate debt, including B-notes, mezzanine loans, and preferred equity investments.

Why outsource?

You may want to outsource portfolio services if you have a limited budget for staffing and technology, but require accurate accounting and professional oversight of your debt investments.

Why Wells Fargo?

- Dedicated relationship team: We assign an experienced asset manager and a team of expert portfolio servicing specialists to your organization.
- Experience and expertise: We have been the largest commercial mortgage servicer in the U.S. since 2004.
- Our range of services and infrastructure supports:
 - Performing/non-performing loans
 - B-notes
 - Mezzanine debt
 - Preferred equity
 - Cost-effective solution for loan administration and asset management

Clients served

Our clients include bridge, construction, CMBS (including small balance), GSE, and commercial real estate CLO lenders, plus debt funds and mortgage REITs.

Contact us today

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¹ Source: MBA Commercial/Multifamily Mortgage Servicing Rankings, mid-year 2015.

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“ Servicing the largest portfolio of commercial real estate loans in the U.S.¹ ”

Loan administration services

- New loan setup
- Customer billing, collection, and customer service
- Loan payment history/payoff
- Tax and insurance administration
- Reserve collection and disbursements
- Records management/release of files
- Cash management

Asset management

- Spreading and reporting of financial statements
- Borrower consents
- Lockbox/cash management reconciliation
- Holdback reserve administration
- Earnout administration
- Asset surveillance
- Watchlist management
- Loan status reporting
- Portfolio review meetings
- Construction loan services

Together we'll go far



Global Treasury Management

International Treasury Services to meet your global needs

Our trusted team of global experts offers advice on efficient international cash management services to each company we serve. Whether you are managing currency risk or international payments, we can help you manage the risk associated with doing business abroad. As your company grows in other parts of the world, Wells Fargo can advise you and provide solutions to meet your global treasury needs.

How you benefit

- Use the award-winning *Commercial Electronic Office*® (*CEO*) portal to view and access all of your accounts on a single platform for information reporting and payments and to automate global payments through a single-file interface
- Collect payments and make distributions throughout the world
- Open accounts in 30+ currencies quickly and easily with our multicurrency accounts
- Make high- and low-value ACH payments by leveraging U.K. and European clearance systems through our London branch
- Seek cash management advice from commercial real estate experts based in our London office
- Centralize and consolidate your North American operations with Wells Fargo

How we add value

To add value and help maintain, improve, and grow your business, we build customized solutions that are tailored to your specific needs. Our goal is to:

- Streamline and enhance back-office operations to add and manage high volumes of accounts and transactions, without increasing client manpower
- Provide fast and accurate migrations of new customer account portfolios that meet investor requirements
- Specialize in investor custodial account setup and requirements, including government agencies

- Provide integrated cash management services structured to meet the corresponding loan's credit terms and investor requirements
- Provide Wells Fargo systems, technology, and banking services to numerous operators with access to accounts, images, and transaction details simultaneously from locations worldwide through our award-winning *CEO* portal
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Other cash management services

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