



Jones Lang LaSalle Capital Markets is a full-service global provider of capital solutions for real estate investors and occupiers.

Providing access to alternative sources of debt capital

Our Structured Finance professionals combine comprehensive experience in the markets for corporate, municipal and asset-backed bonds with an expertise in the tax, accounting and structural aspects of commercial real estate financing to raise debt capital for real estate owners and occupiers via the institutional bond markets. We provide access to financing for both existing properties and construction/redevelopment projects for three main classes of leases:

- Credit tenant lease financing
- Federal lease financing
- Municipal lease financing

Maximum value through our tailored approach

We apply a consultative, transparent approach to our transactions and focus on designing financing structures around our clients' needs. Close relationships with our clients is an integral part of our platform, and our capabilities in structuring transactions and our expertise in commercial property finance enable us to partner with clients efficiently and effectively. This approach, combined with integrity and technical ability, ensures that we pass the maximum value on to our clients.

Sophisticated financing solutions

We maintain direct relationships with the most sophisticated investors in the global bond markets, and we have the capability to issue bonds directly to these investors using our wholly owned broker-dealer subsidiary, Jones Lang LaSalle Securities, Inc. With over 700 transactions totaling \$8 billion in proceeds, the senior members of our team offer clients unparalleled access to an in-depth knowledge of the bond markets and deep insight into global capital market flows.

- Source of construction and permanent financing based on the quality of the cash flows generated by the asset, not the attributes of the real estate.
- Source of high-leverage, non-recourse financing for all types of properties, leases and tenants.

Partnering across the JLL platform

Our Real Estate Investment Banking professionals devise capitalization strategies and manage debt and equity placements across all asset types.

- Acquisition and permanent financing
- Bridge and mezzanine financing
- Construction financing
- Performing note sales
- Recapitalization strategies
- Asset advisory

As a trusted business advisor, our Real Estate Investment Banking team helps our clients navigate the capital markets to obtain the best capital solutions for their particular requirements. With billions of dollars in debt and equity transaction experience and deep insights into capital flows and trends around the world, we are well-qualified to advise on creative structures and innovative solutions. Clients seeking direct access to global capital also benefit from our on-the-ground access and contacts in every money center around the world.

One firm mobilized to meet specialized needs

Our in-depth local market and global investor knowledge delivers best-in-class solutions for our clients—whether a sale, financing, repositioning, advisory or recapitalization execution. In the last five years, Jones Lang LaSalle Capital Markets completed more than \$250 billion of transactions globally. Our Capital Markets team comprises approximately 800 specialists, operating in 185 major markets worldwide. In a broader context, all of Jones Lang LaSalle is at your disposal. You leverage the entirety of our expertise, including agency leasing, property management, tenant representation, development, strategic consulting, construction, sustainability services, lease administration, government services, higher education and facilities management.

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