

Colony Credit Real Estate, Inc. (NYSE: CLNC) is one of the largest commercial real estate credit REITs targeting sale-and-leaseback transactions in the United States and Europe. We are externally managed by Colony Capital, Inc. (Colony; NYSE: CLNY) a leading global real estate and investment management firm with \$43 billion in assets under management. Colony's real estate expertise spans over 26+ years investing more than \$100 billion in over 20 countries across a wide range of property types and sectors.

### INVESTMENT CRITERIA

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#### PURCHASE PRICE

\$10 million to \$500 million

#### LOCATION

United States and Europe

#### OCCUPANCY

Single-tenant, commercial properties, typically triple-net leased for a period of 15 to 20 years with renewal options

#### ASSET TYPES

**Commercial Properties:** office, industrial, light industrial (warehouse, logistics, distribution center), retail (consumer staples, restaurants, movie theaters, fitness centers, car dealerships, convenience stores)

**Public Private Partnerships:** schools, student housing, hospitals, government and municipal buildings

**Infrastructure:** power stations, solar panels, wind farms, green energy plants, desalination plants, stadiums

### THE VALUE OF SALE-LEASEBACK FOR:

#### Sellers

Tailored structure, competitive pricing, speed of execution

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#### Management

Permanent-life vehicle with ability for long-term investment partnerships and in-house asset management team

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#### Investors

Strong credit and real estate underwriting

### SALE-LEASEBACK ADVANTAGES

- Quick access to capital
- Debt reduction
- Accounting benefits
- Continued operational control
- Increased Return on Assets (ROA)
- Increased Return on Invested Capital (ROIC)
- Increased borrowing capacity

### FINANCING SOLUTIONS

- Transition out of a lease or mortgage
- Investing in new construction
- Mergers & acquisitions
- Leveraged/management buyouts
- Corporate restructuring/exit financing
- Debt reduction