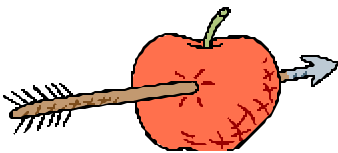




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Investment Target:

Property Types:
(Listed by preference)

1. Anchored Retail
2. Office/Warehouse
3. Class "A" Suburban Office

\$ RETAIL LENDING PROGRAM \$

Whether you are building, buying or refinancing your retail center, we want to assisting you in achieving your financial objective. The following newsletter provides a summary of our retail financing program.

What do we finance:	Grocery Anchored Retail Centers
Where:	Major markets in the United States
Loan Size:	\$5MM to \$35MM
Rates:	Competitively priced
Terms:	5 to 25 years
Lender's Fee:	None, par Lender
Funding :	Immediate (30 days or less) Forward commitments up to 12 months
Loan to Value:	Maximum 75%
Borrower Profile:	Experienced, private developers 1031 exchange buyers REITs, Pension Funds, Foreign Investors
Why finance with Allianz:	Reputation Flexibility (pooled transactions/partial release) Competitively priced funds Quick close (30 days or less)
Source Business:	Correspondent mortgage bankers (see pg 4)



Who is Allianz of America, Inc?

- ◆ Wholly-owned sub of Allianz AG, the largest insurance group in the world.
- ◆ Allianz AG headquartered in Munich, Germany
- ◆ Allianz AG has market capitalization of \$80B
- ◆ In North America, Allianz of America, Inc. acts as investment advisor for companies including:
 - Fireman's Fund
 - LifeUSA
 - Allianz Life
 - Allianz Canada
 - Allianz Mexico
- ◆ Over \$25 billion of assets under management
- ◆ Assets managed include:
 - Fixed income
 - Equities
 - Mortgages
 - Real Estate

"We have financed two grocery anchored retail centers recently with Allianz, I think they provide the best service in the industry."

*John Flad, principal
Flad Development
Madison, WI*

Sample of Retail Deals Closed with Allianz

Prairie Town Center, Madison, WI

Square Feet:	164,000
Loan Amount:	\$10.5MM
Loan PSF:	\$61
Term/Amort:	15/20
Noncredit % NRA:	13%
Closed:	12 month forward

Tenants: Kohl's Food (A&P), CompUSA, Gap, Bed, Bath & Beyond, Lands End, Target (not part of the security)



Features of the Transaction: This loan was committed as a 12-month forward for one of the leading retail developers in Wisconsin, and a repeat client of Allianz. The security is located in the high income area of Madison and adjacent to a recently completed 125,000 square foot Target. The security is subject to a subordinated ground lease, with the ground lessor as a partner in the borrowing entity.

Presidential Commons, Atlanta, GA

Square Feet:	375,000
Loan Amount:	\$26MM
Loan PSF:	\$69
Term/Amort:	25/25
Noncredit % NRA:	7%
Closed:	32 days

Tenants: Home Depot, Kroger, Circuit City, SteinMart



Features of this Transaction: The borrower in this transaction is one of the largest private real estate investors based in Atlanta, Georgia. Since this project was constructed out-of-pocket (no construction loan), Allianz was able to provide a two-stage funding at the same interest rate to accommodate Home Depot opening prior to the other tenants taking occupancy.

South Ridge Crossing, Lincoln, NE

Square Feet:	94,500
Loan Amount:	\$6.4MM
Loan PSF:	\$68
Term/Amort:	20/20
Noncredit % NRA:	19%
Closed:	7 month forward
Tenants:	Super Saver (Fleming) Blockbuster



Features of this Transaction: This newly developed shopping center is in the path of growth and adjacent to the newly completed 400,000 square foot regional mall south of Lincoln. The grocery anchor, Fleming, is the market share leader in Lincoln.

**Allianz Retail Lending
Unique Features**

- ◇ 12 month forwards
- ◇ Competitive rates
- ◇ Pooling of loans with partial release and collateral substitution
- ◇ Closings: 30 days or less
- ◇ Long-term money to match anchor lease
- ◇ Credit enhancements through: master leases, escrows and letters of credit
- ◇ Ability to underwrite foreign credits

Elk Grove Town Center, Chicago, IL

Square Feet:	131,000
Loan Amount:	\$15.5MM
Loan PSF:	\$118
Term/Amort:	10/20
Noncredit % NRA:	7%
Closed:	7 mo forward
Tenants:	Dominick's (Safeway) Walgreens



Features of this transaction: This project involved the redevelopment of an older infill site by Hamilton Partners of Chicago. The site, situated between the library and town hall, is regarded as Elk Grove's "town center". Its repositioning was subject to a redevelopment agreement between the borrower and the City of Elk Grove. The property was 95% pre-leased with staged occupancy, so a master lease by the borrower was established until the tenants assumed occupancy.

"We had a somewhat complicated deal with many moving parts. Allianz was very accommodating throughout the transaction. We look forward to working with them again."

*Todd Berlinghof
Hamilton Partners
Chicago, IL*





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We're on the Web!
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Allianz Commercial Mortgage Loan Correspondents

Please contact the correspondent in your area with any transactions that hit the Allianz investment target:



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