



14<sup>th</sup> December 2017

## CAPITAS ADVISES ON \$56 MILLION NNN SALE-LEASEBACK ACQUISITION



Capitas DIFC Limited (“Capitas”), today announced the sale-leaseback acquisition of the U.S. headquarters of a leading full-service direct marketing company, in St. Petersburg, Florida. The tenant is one of the largest direct marketing companies in North America, operating 150 franchise locations across the U.S. and Canada, with a product line that reaches 40 million households per month.

The property, a Class A, 465,000 sf, state-of-the-art facility with 24’ – 44’ clear heights and 500 parking spaces, serves as the tenant’s international headquarters and distribution center. The tenant has occupied the property since its construction in 2007 and executed a new 22-year absolute NNN lease with 2.25% annual rent escalations as part of the sale-leaseback acquisition. The property is located in St. Petersburg, Florida, a high-growth market with low vacancy and a trend of stable rental rate growth.

In line with its bespoke origination process, Capitas secured the opportunity on an off-market, non-bidding basis, and implemented a streamlined structuring and closing process to execute the transaction within a 45-day period. Equity capital for the transaction was placed with a single investor, a Kuwaiti publicly-traded company.

The property marks the 9<sup>th</sup> international real estate asset acquired by Capitas in the last 12 months for a total acquisition value of \$240 million. The transaction falls within Capitas’ U.S. co-investment program strategy targeting de-risked assets with strong fundamentals in defensive sectors such as NNN-leased industrial, seniors housing and multifamily in select growth markets.

### About Capitas

Capitas (DIFC) Limited is a DFSA regulated investment advisory firm that serves as an adviser to institutional investors, sovereigns, royal and family offices across the GCC, Asia and North Africa. Backed by an experienced team of real estate experts, Capitas provides real estate acquisition and strategic cross border transaction advisory with a particular focus on the US and Europe and manages 3.2 million square feet of development in the GCC. Additional information about Capitas can be found at [www.capitas.me](http://www.capitas.me).

### Capitas (DIFC) Limited

Regulated by the DFSA

Gate Village 2, Unit 401,

DIFC, Dubai

Contact: Niki Hyder

Telephone: +97144200660

Email: [corporaterelations@capitas.me](mailto:corporaterelations@capitas.me)

Website: [www.capitas.me](http://www.capitas.me)