



ORIX Real Estate Americas

Financial and Regulatory Constraints on Commercial Development

21st Annual Land Use Conference at The University of Texas School of Law
April 6, 2017



Agenda

Company Overview

Private Lending vs. Traditional Bank Lending

CMBS Market

Impediments to Financing

What's Trending in The Marketplace

Case Studies



Presented By:

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ORIX USA Corporation was founded in 1981 as the U.S. subsidiary of ORIX Corporation, and has transformed into a diversified financial company with the ability to provide investment capital and asset management services to clients in the corporate, real estate and municipal finance sectors.

With businesses spanning corporate lending, private equity, venture finance, commercial real estate, municipal finance and healthcare, ORIX serves as a growth catalyst for business. Always adapting to meet the specific needs of our clients, we offer a continually expanding set of customized products and services including, but certainly not limited to:

- Middle-Market Lending, Mezzanine and Private Equity
- Venture Capital
- Commercial Real Estate Bridge and Construction Capital
- Multifamily and Senior Living Bridge and Agency Capital
- Municipal and Infrastructure Finance
- Fund Investments and Alternative Strategies
- Structured Products
- Energy Debt and Equity Solutions
- Healthcare Debt and Equity Solutions
- Asset Management
- Large Strategic Investments and Partnerships

3



ORIX Real Estate Americas is a fully-integrated commercial real estate finance, asset management, and investment company. We invest and hold on our balance sheet a wide variety of loans and securities backed by traditional and specialized property types, such as self storage, hospitality, healthcare, and student housing facilities among others. We also invest across all levels of the capital structure.

Real Estate Lending & Acquisitions delivers superior balance sheet financing solutions in today's competitive market environment. Developing customized financing for all property types, we work in any primary or secondary metro market in the Americas. We actively seek bridge, construction, and mezzanine lending opportunities in addition to underwriting a full range of debt types.

CMBS & Other Securitized Investments ORIX Real Estate Americas invests opportunistically throughout the capital structure in a variety of CRE investments products.

Multifamily, Seniors & Affordable Housing We provide comprehensive capital for multifamily, affordable, seniors and healthcare real estate through our wholly owned subsidiaries, RED Capital Group and Boston Financial Investment Management

4

Also available as part of the eCourse

[Land Use 2017: Financing & Tax Credits](#)

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"Financial and Regulatory Constraints on Commercial Development"