



A10 CAPITAL FUNDS \$3 MILLION NON-RECOURSE TO REFINANCE CMBS FOR ALISO VIEJO TOWN CENTER IN ORANGE COUNTY

Los Angeles, CA, June 6, 2011 – A10 Capital, a full service platform that provides a variety of commercial real estate financing products across the entire capital stack, announced today that it has funded a \$3 million non-recourse bridge loan to refinance a retail building within the Aliso Viejo Town Center in Orange County. The \$3 million loan is secured by a Class A Retail Building and provided approximately 65% leverage. The proceeds were used to refinance a matured, small balance CMBS loan. In addition, the loan provided for an earn-out facility to be funded at stabilization.

Michael Singh, EVP, Southern California Markets, who structured and closed the transaction said, “Due to the borrower profile, a recent tenant loss, and need for non-recourse debt, the borrower was unable to secure financing from traditional lending sources. Since A10 is foremost an asset based lender, working with the sponsor, a foreign national with minimal U.S. banking relations, was less problematic for A10 than it was for banks and life companies. The vacancy issue was also less of an issue given the strength of the market and A10’s experience with non-stabilized assets.”

“We appreciated A10 Capital’s responsiveness and flexibility as the needs of the borrower changed in the course of the closing,” said Scott Tanner, Executive Vice President, Pacific Southwest Realty Services, who referred this transaction to A10 Capital.

“Because banks are continuing to reduce their exposure to commercial real estate in wake of the credit crisis, A10 Capital’s “value-add” / “mini perm” loans continue to fill a giant void in the marketplace,” Singh added.

A10 Capital specializes in non-recourse debt for non-stabilized transactions in the \$1-10 million space. Typical transactions include:

- Mini Perms for the lease-up of un-stabilized properties
- Discounted pay offs (DPOs)
- REO purchases
- Note purchases

About A10 Capital

A10 Capital is a fully integrated firm that finances commercial real estate and provides advisory and management services for the workout of all types of troubled loans and real estate assets. A10’s seasoned and proven team has closed \$30 billion of commercial transactions and brings a track record of successfully operating in distressed environments dating back to opportunities arising from the Resolution Trust Corporation in the 1980s. A10 leverages the skill set of its platform and team to operate in three complementary lines of business.

- **Senior Lending** - Senior loans on commercial real estate ranging from \$500,000 to \$10 million. Loans are held on balance sheet and serviced in-house. Loan types include mini perms for lease-up situations, “nearly bankable” loans for situations just outside of bankable structures, and note purchase loans for performing and distressed debt purchases.

- **Opportunity Fund** - Opportunistic investments through a separate private equity fund. Targeted transactions include mezzanine loans, equity investments, and DIP financing.
- **Advisory** - Various advisory and consulting services for the workout of all types of troubled credits and real estate assets.

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