



A10 Capital Hires Veteran Commercial Real Estate Financiers to Head Up California Markets

San Ramon and Los Angeles, CA. December 6, 2010 – [A10 Capital](#), a fully integrated firm that finances commercial real estate and provides services to resolve troubled assets, announced today that it has hired John Neff to head up Northern and Central California and Michael Singh to lead Southern California markets for the firm.

“We are pleased to have John Neff and Michael Singh join our firm to address the demand for commercial real estate financing that we are seeing in California,” said Jerry Dunn, CEO of A10 Capital. “They both have over 20 years of diversified commercial real estate lending experience with some of the top firms in the industry. Our rapid expansion across the country is a testament to the demand we are seeing for A10’s “value-add” or “mini-perm” commercial mortgages.”

Prior to joining A10 Capital John Neff was a Principal with Prudential Mortgage Capital Company, Vice President with KeyBank, and a Regional Manager for Conning Asset Management/General American Life.

“I am very excited to join A10 Capital’s unmatched team of commercial real estate and finance veterans,” said John Neff, EVP, Northern and Central California Markets. “We see many opportunities in Northern and Central California to finance un-stabilized commercial real estate on a non-recourse basis.”

Michael Singh has over 25 years experience of commercial real estate lending in Southern California. Most recently Mr. Singh held the position of Managing Director in Jones Lang LaSalle’s Capital Markets Group, but spent the majority of his career at Goldman Sachs Commercial Mortgage Capital where he had overall responsibility for loan production in the western United States.

“A10 Capital’s “value-add” / “mini perm” loans fills a giant void in the market caused by credit crisis and the fact that most banks are reducing their exposure to commercial real estate,” said Michael Singh, EVP, Southern California Markets. “As an unregulated lending business, A10 Capital has the ability to structure non-recourse loans on properties that need to be leased up before qualifying for CMBS or Life financing.”

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.* Value-added commercial mortgages and note purchase loans 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.

For more information visit: <http://www.a10capital.com>.

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