

# Transcript: An introduction to real estate debt at LaSalle

Our LaSalle real estate debt strategies business here in Europe has a number of offerings for our borrowers. We're able to do green loans, senior secured loans, whole loans, levered whole loans and mezzanine. We're able to cover a number of sectors and geographies.

We invest in the living sector, and that includes everything from student housing, co-living, build-to-rent, build-to-sell, as well as senior housing, science and data. We cover logistics, we cover hospitality. We are also led by our borrowers, so we can look at a number of other spaces as well.

From a geography perspective, we lend across Western Europe, that includes the Nordics and the United Kingdom.

And in terms of team, we have just over 20 people and that covers not just our investment team, but a wide range of a fully integrated business. So that's asset management, portfolio management, finance, investor relations, legal, research and strategy, as well as our ESG team.

We also leverage our European platform and our equity and debt space as well as our global platform here at LaSalle.

And lastly, from an ESG perspective, sustainability is of utmost importance. We have a fully integrated global ESG team that emanates down into Europe and into our debt strategies business. And really what we're able to do is offer both borrowers and investors an ability to achieve their sustainability goals.

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