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## **Company Profile: CW Capital**

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With a specific focus on commercial and multifamily real estate debt, CW is a unique, vertically integrated commercial real estate finance and investment management company. Offering unparalleled service to borrowers, investors, partners and clients through our vertically integrated family of companies - CWCcapital, CWCcapital Investments and CWCcapital Asset Management - CW is recognized for employing the most sophisticated capital markets structuring techniques. We have earned the respect of our borrowers and investors through our demonstrated commitment to their success - by identifying opportunities, providing guidance, anticipating challenges, and developing creative solutions.

Today, our integrated platform comprises over 320 employees in 12 offices across the country. Employing many of the most talented professionals in commercial real estate, the CW senior management team has extensive tenure in the industry and possesses broad expertise in all aspects of commercial real estate originations, investments, fund management, asset management, economic and real estate market valuations.

The strength of CW encompasses our partners as well. Otéra Capital, a Montreal-based mortgage lender holds a majority interest in CW.

Otéra Capital is a subsidiary of Caisse de dépôt et placement du Québec (The Caisse), the largest institutional fund manager in Canada. With a balance sheet of over \$100 billion, The Caisse is one of the few AAA-rated global real estate lenders and investors in the business.

As a national leader in commercial real estate finance industry, we strive to consistently deliver value. Through the employment of a sound underwriting philosophy and hands-on loan servicing, and by utilizing the most sophisticated capital markets techniques, we provide borrowers certainty of execution with well structured products at competitive rates, while producing outstanding, risk-adjusted returns for investors. Our tremendous access to both transaction flow and real-time information regarding real estate, capital markets, projects and borrowers, enables us to remain adept at finding relative value investments as market conditions evolve over the course of a market cycle. We leverage our financial strength, intellectual capital and unique, vertically integrated platform to maximize value in each and every opportunity for borrowers and investors.

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