

## Transcript:

# What can investors expect from LaSalle?

Inherently here in Europe, we're operating in an opaque investment environment, and this very much requires a specific skill set and specialized team in order to navigate this environment and it's required across our entire business.

We're constantly analyzing and structuring around complex business plans and we're here to deliver risk-adjusted returns that we say we will. We're operating within a level of tolerance without taking any unnecessary risk.

Importantly, from a risk management perspective, we're ensuring that we have active monitoring with processes in place to allow us to both deploy and realize capital. Ultimately, we are constantly striving to improve and ensure we are delivering what we say we will to our investors.

And this is important, particularly during challenging market environments such as this one.

# What can borrowers expect from LaSalle?

A big focus for us is, first and foremost, certainty of execution. We have a very quick decision-making process internally. We have a European-based investment committee and ultimately what we're doing is we're providing creative instructor solutions to our borrowers.

This comes out in our repeat borrower base which is just above 60% and has been for some time now. It highlights our ability to work with borrowers time and time again and continue to provide those unique solutions.

I think another really important factor is there is a large component of our team and our business both here in Europe and globally that co-invests in our fund structures. As a result, what we're able to do is provide holistic solutions to support complex business plans and ultimately complex structures.

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