

## Connecting ideas, capital and clients.

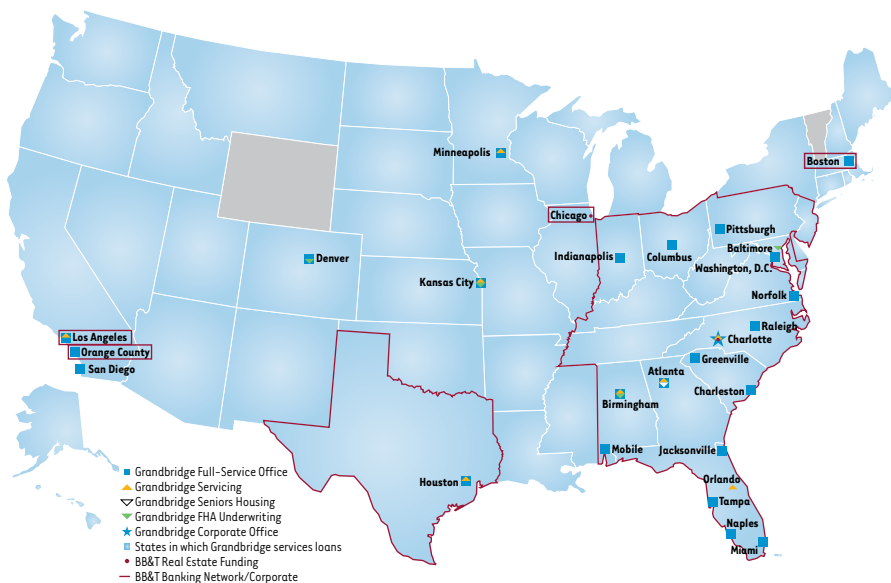
Grandbridge provides the vital link between complex market conditions, capital solutions and our clients. As a national full-service leader in commercial and multifamily finance, we combine our wide range of capital sources with knowledgeable and experienced team members to deliver results.

Grandbridge provides permanent, interim and construction loans for commercial and multifamily properties using our broad capital provider base comprised of insurance companies, CMBS lenders, pension fund advisors, commercial banks and our proprietary lending platform, BB&T Real Estate Funding, as well as BB&T Capital Markets.

We are a Fannie Mae Dus® (Delegated Underwriting and Servicing) lender, a Freddie Mac Multifamily Approved Seller/Servicer for Conventional and Seniors Housing and an active participant in FHA-insured loan products as a MAP-approved multifamily lender and a LEAN-approved health care lender.

Grandbridge, an S&P STRONG rated servicer, services loan portfolios, and provides asset and portfolio management nationwide for all capital providers including Fannie Mae, Freddie Mac, Ginnie Mae, insurance companies, banks and more than 250 securitizations.

Learn more about our national scope of services and find the lending professionals in your area at [Grandbridge.com](http://Grandbridge.com).



### 2016 OPPORTUNITIES REALIZED

- Grandbridge originated and closed 690 commercial and multifamily loans in 45 states and Washington, D.C., totaling \$7,144,952,104.

#### 2016 Loan Origination by Property Type

Count	Property Type	Loan Amount
290	Multifamily/MHC	\$3,730,854,558
124	Retail	966,347,123
89	Industrial	703,243,577
81	Office	628,835,000
23	Hospitality	346,244,400
22	Seniors Housing/Healthcare	285,783,396
21	Mixed-Use	240,158,011
22	Other	150,200,539
18	Self-storage	93,285,500
<b>690</b>		<b>\$7,144,952,104</b>

- As a national full-service leader in commercial and multifamily finance, we offer our clients a wide range of capital sources that includes insurance companies, CMBS, pension fund advisors, commercial banks and our own proprietary lending platform, as well as Fannie Mae DUS®, Freddie Mac Multifamily Approved Seller/Servicer for Conventional and Seniors Housing and FHA-insured MAP and LEAN loan products.

#### 2016 Loan Origination by Investor Type

Count	Investor Type	Loan Amount
306	Insurance	\$2,934,678,485
172	Agency	\$2,273,535,454
140	Bank	\$1,212,175,103
39	CMBS	\$427,912,176
33	Other	\$296,650,886
<b>690</b>		<b>\$7,144,952,104</b>

- Grandbridge ended the year servicing 4,433 loans totaling \$31 billion for our investors.

#### 2016 Loan Servicing by Investor Type

Count	Investor Type	Loan Amount
2,584	Insurance	\$12,755,312,069
1,150	Agency	12,516,878,445
372	CMBS	2,789,394,994
154	Bank	1,692,589,212
173	Other	989,230,416
<b>4,433</b>		<b>\$30,743,405,136</b>

- S&P STRONG Rated Servicer: Standard & Poor's Ratings Services continues to rank Grandbridge as a STRONG commercial loan primary servicer with its outlook for the primary servicer ranking remaining STABLE. The overall servicer ranking reflects a strong subranking for management and organization, and a strong subranking for primary servicing loan administration.

- "Grandbridge finished 2016 with more than \$7.14 billion in loan originations" Grandbridge Chairman of the Board and CEO Thomas S. Dennard said. "At year-end 2015 our average loan size was \$9.46 million. As of December 31, 2016, our average loan size has increased 9.4% to \$10.3 million."

"Grandbridge is ideally positioned to continue to expand our market share while leveraging our capital capabilities – enabling our borrowers to meet their financing objectives," said EVP Matthew Rocco, Grandbridge National Production Manager. "We consistently deliver the resources, products, insight and expertise needed to help our clients achieve success."