

MERGERS & ACQUISITIONS

Real Estate Strategies and Execution

to Increase Private Equity Returns

ENHANCED INVESTMENT PERFORMANCE

For private equity and consulting firms that are seeking innovative ways to enhance the value for their shareholders, Colliers provides a unique approach that increases the contribution of your real estate to total project value. Taking an inclusive approach to your investments, our specialists analyze every aspect of your property portfolio, including use of technology, functionality, operational efficiency, and effectiveness of processes and procedures. We formulate ways to gain efficiencies and reduce costs across your entire real estate portfolio. We develop standards to ensure maximum economies of scale and savings, as well as metrics to monitor positive changes that result from our services. Colliers is one of the only firms in the real estate industry with a dedicated practice group to assist private equity and consulting firms, focusing on helping to drive returns through optimization of real estate

PRE-ACQUISITION DUE DILIGENCE

- > Pre-Acquisition Data Collection
- > Pre-Acquisition Lease Abstracts Services
- > Pre-Acquisition Valuation of Strategic Assets
- > Assessment of Current Market Conditions
- > Quantify Risks and Opportunities
- > Identity Multi-Location Synergies

POST-ACQUISITION INTEGRATION

Align Real Estate portfolio with the business objectives and operational needs:

- > Maximize Utility and Productivity of real estate that satisfies core business needs and speed to market.
- > Minimize Cost by understanding the real estates impact on cash flow/NPV, including economic opportunity cost.
- > Mitigate Risk by avoiding surplus or shortages in space and hedge against short and long term market swings.

VALUE CREATION

- > Sale Leaseback Execution/Real Estate Monetization
- > Real Estate Optimization
- > Execution of Strategic Acquisitions/Dispositions
- > Instigate Strategic Operational Visibility (Colliers 360°)
- > Activate Credit-driven Lease Re-structure
- > Re-deploy Capital
- > Attain Vendor Economies of Scale
- > Utilize Real Time Mark-to-market Analyses

FUNDRAISING

- > Assist private equity firms to devise real estate strategies to enhance fundraising capabilities.
- > Access established specialized advisors to review and assist with real estate related questions that arise from road show or offering memorandum.

SERVICES

CAPITAL MARKETS & INVESTMENT SERVICES

- > Investment Sales
- > Debt Placement
- > Equity Capital Raising
- > Market Value Opinions
- > Acquisition Advisory
- > Transaction Management
- > Valuation/Appraisal Services

CORPORATE SERVICES

- > Integrated Client Services
- > Strategy & Innovation
 - > Business Intelligence
 - > Technology & Analytics
 - > Client Technology Solutions
 - > Corporate Real Estate Strategy
 - > Site Selection & Incentives
 - > Merger & Acquisition
 - > Support/Consulting
 - > Portfolio Optimization
 - > Sustainability Consulting
 - > Workplace Consulting
- > Lease Administration
- > Transaction Management
- > Project Management
- > Facilities Management



Accelerating Success.

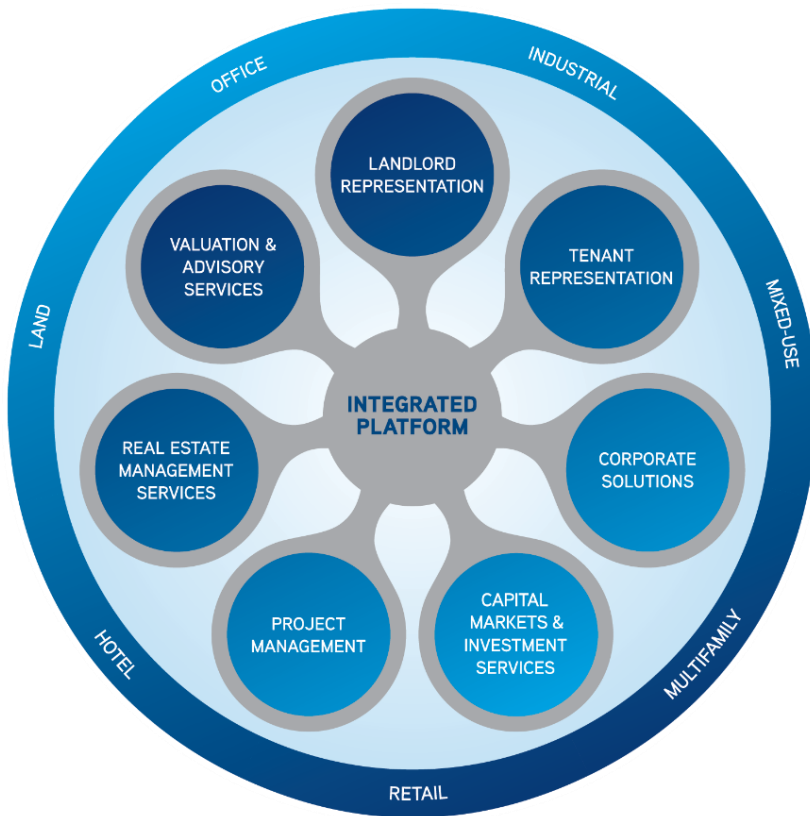
STRATEGIC EXPERTISE

Our team has superior depth and breadth of experience that enables us to create real estate strategies based on insights acquired through years of practice. Our relationships with our clients are effectively partnerships because we take a long-term view toward profitability.

Each member of the group has more than 10 years of experience in areas such as corporate solutions and operations, capital markets, and investment sales. And each member has an established reputation as an innovator and embraces the entrepreneurial spirit that makes Colliers and our clients successful.

We think “outside the box” and drive innovation, drawing on Colliers’ vast local and global resources. We assemble vital information about your real estate portfolio and compare it to ideal performance; then we develop initiatives based on business objectives and accelerate implementation.

COLLIERS SERVICES LINES



16,300
PROFESSIONALS
AND STAFF



500+
OFFICES



1.7B*
SF UNDER
MANAGEMENT



\$2.3B
IN REVENUE



60+
COUNTRIES

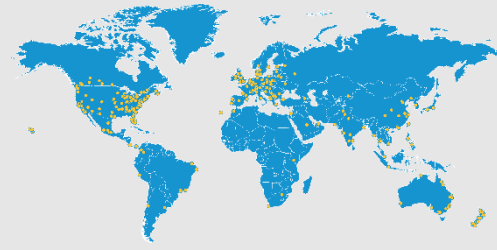


\$97B
TRANSACTION VALUE

> View a video of our latest results at colliers.com/global-stats



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over **60+** countries



Founding member of
the World Green
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Economic Forum



Recognized and ranked
10 consecutive years,
more than any other
real estate services firm

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