



Capital Markets *Germany*

Accelerating success.

Key Fact German Capital Markets

42
PROFESSIONALS

6
LOCAL OFFICES

4
SECTOR-
SPECIFIC TEAMS

CENTRAL
PORTFOLIO TEAMS

ASIAN DESK SPECIALISED IN
ADVISING ASIAN INVESTORS
ON GERMAN INVESTMENTS

FULLY INTEGRATED IN GLOBAL
CAPITAL MARKETS TEAM

Colliers Puts Things In Motion

Dear Colliers client,

You're in motion, we're in motion, the world around us is in motion. Today more than ever before standing still means moving back-wards. But we want to move ahead. To keep growing, just like you.

Today I am pleased to tell you more about our investment services and the people who provide them at our local offices. This brochure will provide you with a brief summary of what we do every day as well as some inspiration for how we can better and more effectively advise you.

Even though anonymous processes have made their way into many areas, our business is still a personal one. And that is what really counts. Our relationship with you. It takes trust for a relationship to grow – and that trust is often the basis for the most successful deals.

Everyone on the Colliers investment team brings a lot of experience to the table and we are proud to be able to support you. Whether your project is large or small, we look forward to working with you. And to the future. Give us a try. We'll be happy to assist you.



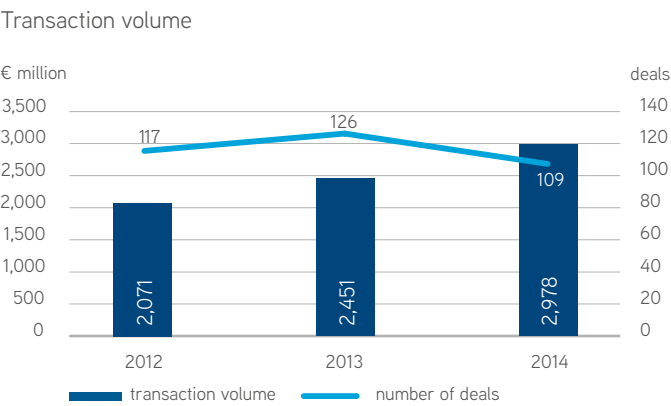
Sincerely,
IGNAZ TROMBELLO, MRICS
Head of Investment Germany
and the investment team at
Colliers International Germany



Management Team

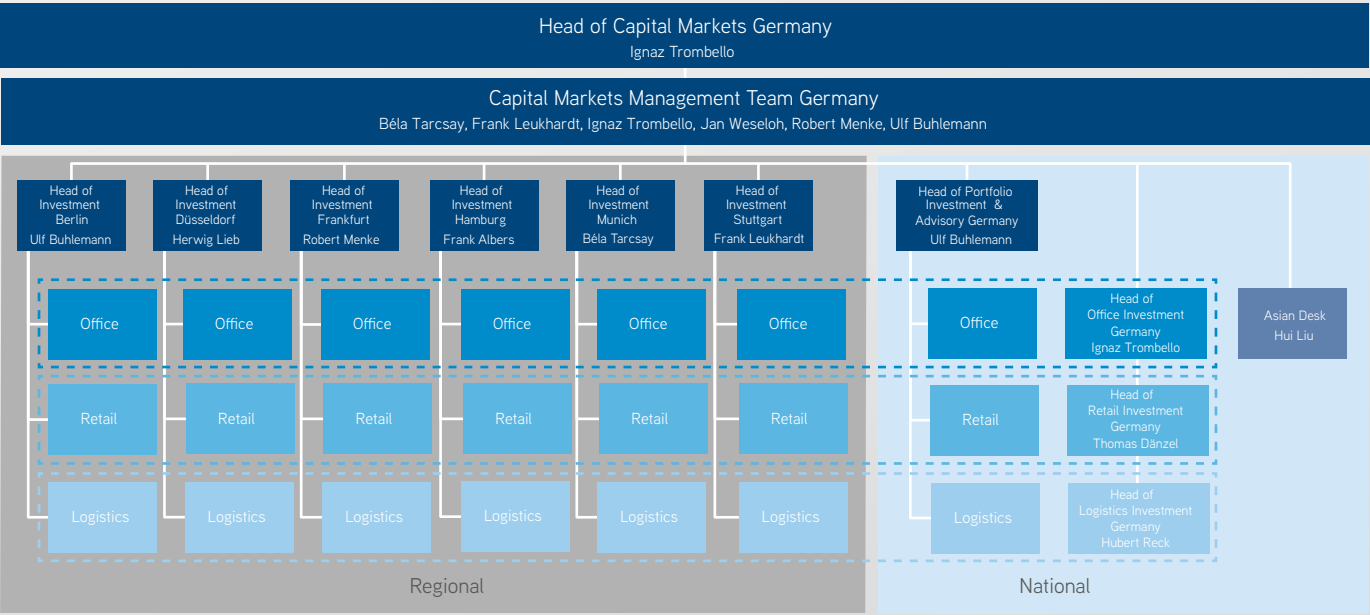
Our capital markets leadership team manages our investment activities throughout Germany and involves all local and sector-specific investment teams based on the needs and requirements of our clients and of each transaction.

Capital Market Performance



All asset classes: office, retail, industry & logistics, hotel, residential

Germany’s Investment Market – Structure



Our Clients

COLLIERS INTERNATIONAL represents dynamic and distinguished companies, from Fortune 500 brands with offices worldwide, to local, family-owned businesses. We aim to exceed our clients’ expectations when it comes to service and results – creating a truly memorable experience.

- | | | | |
|------------------------------|--------------------------------|-------------------------------|----------------------|
| Accumulata | Cornerstone | Hines Immobilien | REEF |
| AEW | Credit Suisse Asset Management | Indigo | Schroders |
| Allianz | Deka Immobilien | Investa | SEB Asset Management |
| alstria office REIT | Development Partner | IVG | Strabag Real Estate |
| Art Invest | DFH Deutsche Fonds Holding | LaSalle Investment Management | The Carlyle Group |
| AXA Investment Managers | FREO | Patrizia | Tishman Speyer |
| Bauwert | GAC Global Asset Capital | Phoenix Real Estate | Tristan |
| Bayerische Hausbau | Generali | Polis Immobilien | Union Investment |
| Bayerische Versicherung | Gothaer | Pramerica | Württembergische |
| Bayerische Versorgungskammer | Hahn | Provinzial | Lebensversicherung |
| Blackstone | Hannover Leasing | Quantum | Zurich |
| CA Immo | HIH Hamburgische Immobilien | Real I.S. | |
| Commerz Real | Handlung | Redevco | |

Our Local Investment Teams

Our local investment teams have long-term relationships to all relevant local real estate market players and investors. Our clients benefit from our extensive, detailed market knowledge, which is supported by our local leasing teams and our research staff.

- We provide:
- > Single asset transactions
 - > Sell-side advice
 - > Buy-side advice
 - > Development advice
 - > Sale & leaseback transactions
 - > Transaction management & documentation
 - > Data room support

Our local investment team leaders

BERLIN



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Number of professionals: 5

HAMBURG



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DÜSSELDORF



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MUNICH



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Number of professionals: 16

FRANKFURT



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Number of professionals: 6

STUTTGART



Frank Leukhardt
Head of Investment Stuttgart
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Number of professionals: 7

Our Sector-Specific Investment Team Leaders

Our sector-specific investment teams providing in-depth market knowledge, combining very asset class-specific experience with local expertise. We create custom project teams for every portfolio transaction who then work together with our central portfolio investment team.

We enable Germany-wide access to up-to-date investor profiles, conduct analyses of recent transactions and provide the contact details of relevant decision-makers in respective sectors for every single asset transaction in all local markets and for every portfolio transaction.

Our sector-specific investment team leaders



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Thomas Dänzel
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Hubert Reck
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Asian Desk

Our Asian Desk helps Asian property investors enter the German market and provides assistance in overcoming cultural barriers and unfamiliar business practices in addition to providing traditional investment advisory services. Working closely with our offices in Asia, we maintain a trusting business relationship with sovereign funds, insurance companies, pension funds, family offices, developers and REITS. Establishing trust and guaranteeing transaction security are essential to our business.

Our Asian Desk



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Our Central Portfolio Investment Team

Our central portfolio investment team analyses multi-regional asset portfolios featuring different types of usage in a short amount of time and prepares these for the sales process or advises regarding their purchase. We use our online, database-supported portfolio process system (PPS) in combination with our local and sector-specific teams to efficiently compile a variety of current location and property-specific data. We prepare portfolio cash flow projections, investment calculations and sensitivity analyses to make complex asset portfolios transparent and accessible to buyers and financing institutions.

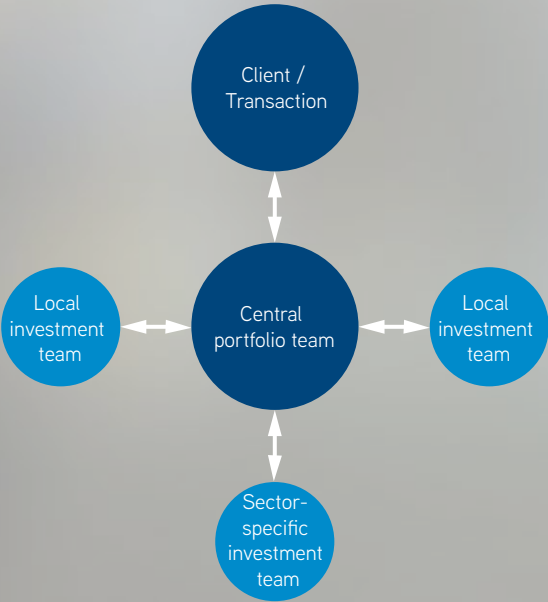
This allows us to provide our clients with a combination of highly detailed local market data, specific expertise, extensive knowledge of current investor requirements, a state-of-the-art portfolio analysis and centralized management of the portfolio transaction. We help our clients set up data rooms, plan and coordinate the due diligence process and provide tamper-proof documentation of transaction processes.

Our central portfolio investment leader

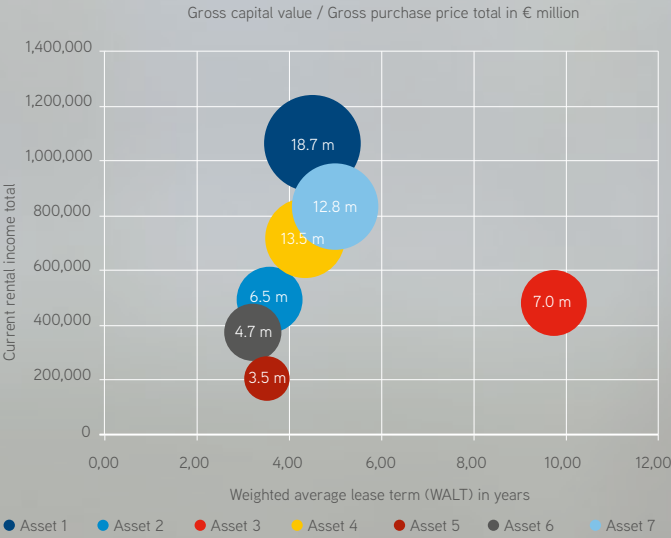


Ulf Buhleemann, FRICS
 Head of Portfolio Investment & Advisory Germany
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CENTRAL PORTFOLIO TEAM



PORTFOLIO SEGMENTATION



Portfolio Transactions Track Record

Our proven approach to investment sales and acquisitions takes into account each investor's unique priorities and weighted concerns for price, closure and risk. We work with the full spectrum of investors from sovereign wealth funds and high net worth individuals to institutional and private equity funds.



- Industrial / Logistics
- Office
- Retail

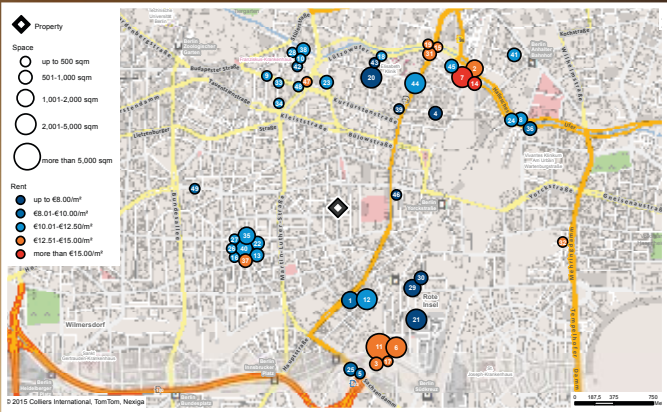
Buy-Side Advisory Services

We assist our customers in single asset and asset portfolio purchases and work in transaction-specific, interdisciplinary teams with access to local market expertise and use-specific experience to provide the following services:

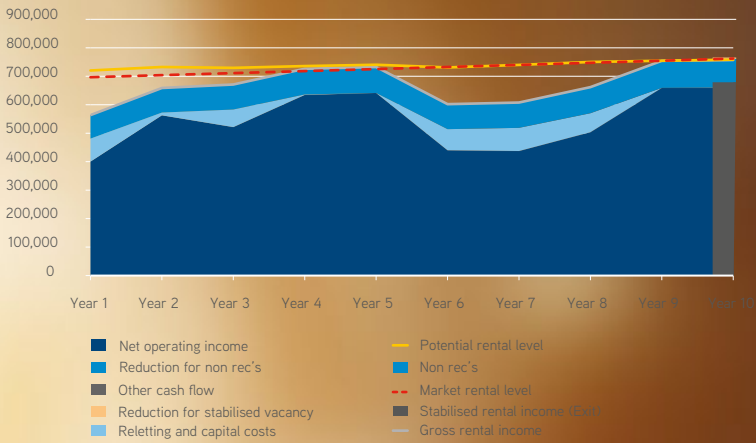
- > Compiling underwriting reports including market and location analysis, leasing comparables, investment comparables, occupier target groups
- > Providing input data for business plan assumptions like ERVs, re-leasing periods and costs, rent abatement, tenant improvements, leasing agent fees, marketing budgets, fit-out specifications
- > Analysing non-recoverable costs, NOI forecasts
- > Cash flow modeling and investment calculations including sensitivity analysis
- > Co-ordinating due diligence processes
- > Tactical advice for issuing bids in structured sales processes



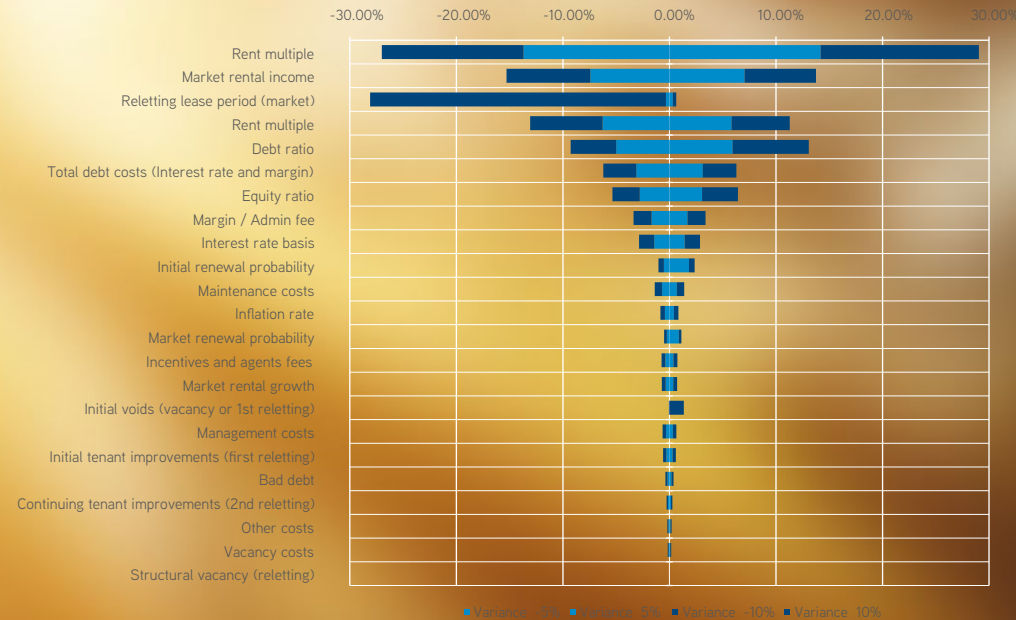
LEASING COMPARABLES



CASH FLOW PROJECTION



SENSITIVITY ANALYSIS OF EQUITY IRR



Expert Advice – Global Perspective

Our experts have a broad range of real estate expertise and approach each market and client with a global perspective.

Supported by our global platform, we openly exchange our knowledge and expertise, sharing information about local and foreign investors, sources of debt and underwriting criteria, new listings, off-market opportunities and market trends.

We offer our clients an integrated service approach and can provide complementary services to increase an asset or portfolio's income stream and overall value, including:

- › Lease advisory services
 - Landlord representation
 - Tenant representation
- › Construction management
- › Capital markets and investment services
- › Commercial lease advisory services
- › Corporate solutions
- › Planning
- › Project management
- › Property management services
- › Valuation and advisory services

Our professionals also offer in-depth expertise in the following property sectors:

- › Healthcare
- › Hotels
- › Industrial and logistics
- › Mixed-use
- › Office
- › Residential
- › Retail

Global Capital Markets Team

Key Facts: Global Capital Markets

Our real estate capital markets team collaborates intensively to match capital with assets. Through regular communication with more than 450 investment specialists across 67 countries, we are able to identify off-market opportunities throughout the region.

450
PROFESSIONALS

67
COUNTRIES

75 € BN
TRANSACTION VOLUME



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