

The Colliers logo, featuring the word "Colliers" in white serif font on a blue rectangular background with a thin yellow and red horizontal stripe at the bottom.

Colliers

# The Colliers Advantage

Let's accelerate success

Accelerating success.





# Contents

Who we are	3
Our services	3
Investment Services   Capital Markets	4
Letting Services	6
Occupier Services	8
Market Intelligence & Foresight	10
Valuation & Advisory	11
ESG Services	12
Expertise in all types of use	14
Office	14
Residential	16
Industrial & Logistics	18
Retail	20
Hotel	22
Agriculture & Forestry	24
Other types of use	26
Key data	28
Our values	29
Locations	30

## Who we are

We create value for our clients and give them access to opportunities on the real estate market. Around 23,000 motivated, experienced employees in 70 countries work to make sure that we deliver what we promise. That makes us one of the leading service providers for commercial and residential real estate worldwide. Over 400 employees advise our business partners in Germany at our local offices in Berlin, Dresden, Düsseldorf, Frankfurt,

Hamburg, Cologne, Leipzig, Munich, Nuremberg and Stuttgart. We help occupiers, property developers, owners and investors buy, sell, lease and let commercial properties. We work with our clients to find the perfect solution to meet their particular needs in any asset class, whether office, industrial and logistics, residential/commercial mix buildings, retail, development sites, agriculture & forestry or hotel.

## Our services

Custom solutions for your success.





# Investment Services | Capital Markets

Creating opportunities.

Our Capital Markets experts are able to identify the right opportunities for our clients in their asset class with the help of our extensive database. Our personal connections to decision-makers locally, nationally and internationally are decisive when it comes to identifying opportunities and attracting the right capital.

Keeping an eye on available opportunities is key in an environment that is constantly changing if you want to be able to accurately assess important factors such as location, rent price trends, ESG, construction and technology aspects, construction costs and interest rates.

We know how to structure single-asset and portfolio deals and are able to effectively employ data and value potential analyses to assist you with your next purchase. One of our core strengths is the way we help our clients throughout the process, from the project concept to letting and selling their investment. Together we create value.

## Our services

- Buy-side advisory
- Property development support
- Structured, audit-proof single-asset and portfolio sales
- Market analyses

## Transaction advisory services for all asset classes

- Office
- Residential
- Industrial & logistics
- Retail
- Hotel
- Agriculture & Forestry
- Healthcare
- Life sciences
- Micro-living
- Parking structures



# Letting Services

Advisory services make the difference.

Leasing space is an important strategic decision for companies that are required to comply with ESG standards. Property developers and owners, on the other hand, need to make sure they find the right tenant for their space so that they can give their property a certain character and manage their portfolio professionally.

Our letting experts develop the perfect solutions for office, industrial & logistics and retail and provide end-to-end advisory services that include identifying the best space options available on the market.

Our in-depth knowledge of the markets in Germany's different regions, which is based on our extensive data and the experience gained from accompanying hundreds of letting processes in a wide variety of sectors each year, form the basis for our effective, custom advisory services.

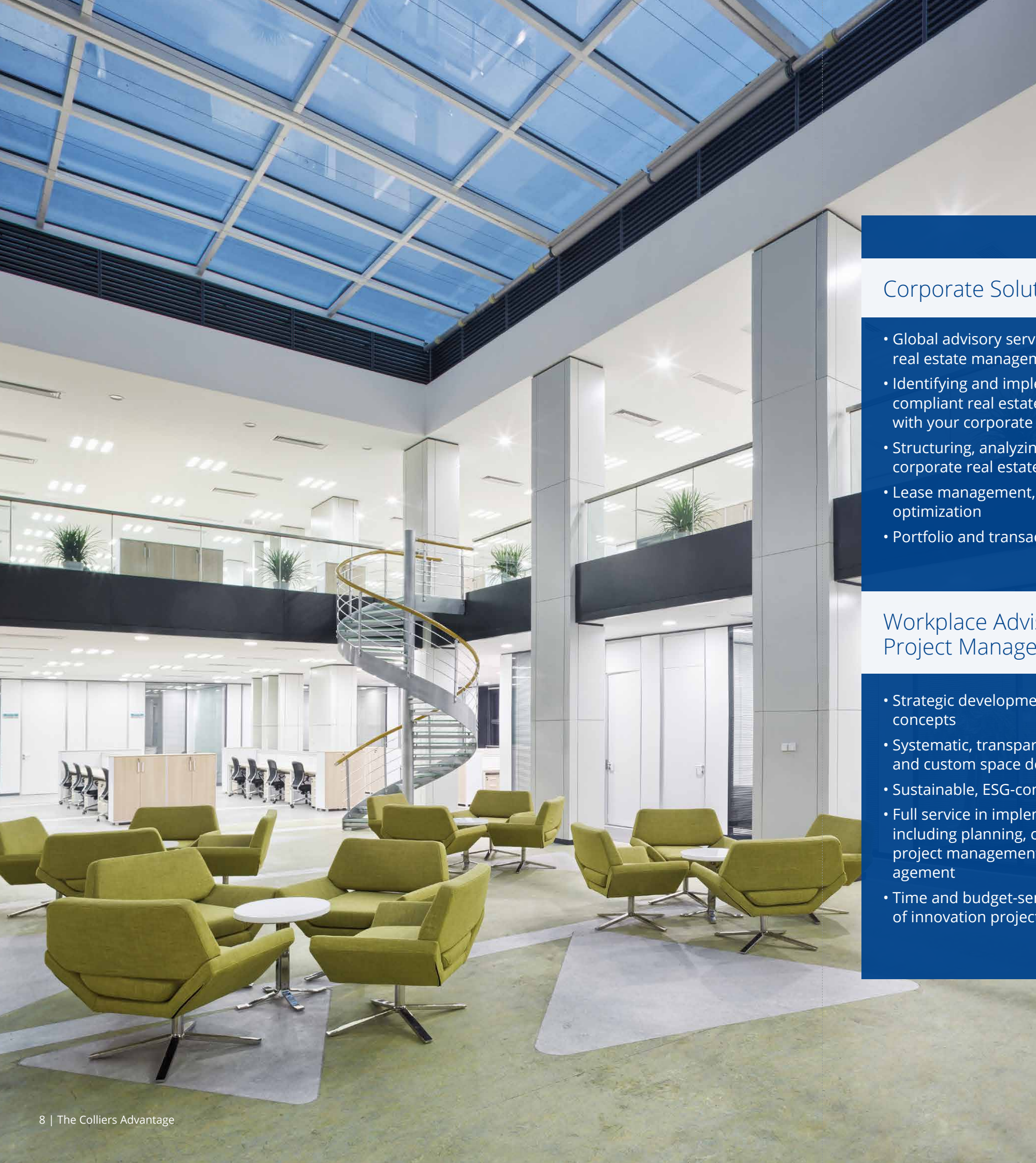
## Our services for tenants

- 360° advisory services covering all aspects from requirements analyses to contract negotiations
- Structured and certified advisory process using in-house tools
- Transparent, audit-proof stay-or-leave analyses
- DCF analysis to help you make the right decision
- ESG analyses
- Data-supported advisory services in line with your corporate strategy

## Our services for landlords

- Preparing & implementing marketing concepts
- Specifically targeting potential tenants in a structured process
- Location, building and space analyses to identify optimization potential
- Assistance with lease negotiations & extensions
- Using innovative digital marketing tools
- Repositioning stock properties
- Market analyses to reposition property developments





## Corporate Solutions

- Global advisory services for corporate real estate management
- Identifying and implementing ESG-compliant real estate strategies in line with your corporate goals
- Structuring, analyzing and optimizing corporate real estate
- Lease management, analysis and optimization
- Portfolio and transaction management

## Workplace Advisory & Project Management

- Strategic development of new workplace concepts
- Systematic, transparent property selection and custom space design
- Sustainable, ESG-compliant solutions
- Full service in implementing your project including planning, change management, project management and relocation management
- Time and budget-sensitive implementation of innovation projects

## Occupier Services

Seeing the whole picture.  
Tapping potential.

Your real estate strategy needs to be in line with your corporate strategy. Our Occupier Services team is here to help with two advisory focal points under a single management. Our Corporate Solutions team advises companies of all sizes in their real estate needs. We also work with clients in a global context across borders.

Our Workplace Advisory & Project Management team helps companies conceptualize new workplace concepts where teams can perform at their best and then implement these innovation projects on time and within budget. The work we do is led by sustainability and the well-being of everyone using the property.



# Market Intelligence & Foresight

Helping you make the right decision.

Most investment and lease decisions made by companies are long term and need to have a solid basis. Our network gives us access to the largest research team in Germany and our Market Intelligence & Foresight experts use their expertise to create transparency in all of your decision-making processes.

Our in-house transaction and project database contains detailed information on real estate from all asset classes in every relevant location in Germany. Within the scope of our advisory services, our team lays out this data for you based on your specific needs.

We also prepare regular studies and reports on different locations, asset classes and trends, making the real estate market more transparent.

## Our Market Intelligence & Foresight services

- Market environment & trend analyses
- Property location and market analyses
- Property benchmarking
- Rental market analyses
- GIS-based analyses including travel time and footfall analyses
- Disposal and acquisition advisory services
- Monitoring ESG-relevant market developments
- and more

# Valuation & Advisory

Identifying value. Recognizing potential.

Buy, hold, develop, sell? Fast, precise valuation of complex commercial and residential portfolios, single assets and property developments enables you to make the right decisions for your real estate portfolio.

Our appraisers are highly qualified and specialized. As an RICS-regulated company and a RICS registered valuer with Bafin-registered appraisers and HypZert-certified experts, our services comply with the highest German and international quality standards.

The German Colliers valuation team works from offices in Frankfurt am Main, Berlin and Munich.

## Services for all types of use

- Portfolio and single-asset valuation
- Determining market value pursuant to IVS, RICS, IAS and IFRS, ImmoWertV and the German Building Code (BauGB)
- Determining mortgage lending value pursuant to the German Mortgage Valuation Regulation (BelWertV) and the German Mortgage Bonds Act (PfandBG)
- Valuation of property developments, revitalization projects, redevelopments and conversions
- Determining land value and residual value
- Valuation of ground leases and sites subject to ground lease
- Scenario analyses







# ESG Services.

Achieving goals. Living values.

At Colliers, we provide hands-on ESG advice with foresight to help investors, portfolio owners, property developers and occupiers achieve their ESG goals. We consider ourselves an independent ESG general service provider for the real estate industry, keeping a close eye on cost-efficiency and the latest market trends. We work with our own team

and with external partners to provide end-to-end service and project management from one source. Locally, nationally and globally. Our ESG offer currently revolves around four pillars that target our clients' needs and cover the entire real estate value chain.

## Transactions

### Acquisition, sale & letting

- ESG pre-check
- ESG due diligence
- Technical due diligence
- Environmental due diligence
- Certificate pre-assessment
- Market and property screening

## Use & optimization

### Leasing, lease renewal & modernization

- ESG check
- Manage to green
- Impact analyses
- Carbon footprint optimization
- Certification
- Green leases
- Tax risk analyses
- Implementation planning
- Project monitoring

## Property development

### New-build & stock

- Requirements check
- Climate risk/vulnerability analyses
- Energy and subsidy consulting
- Certification (BREEAM, DGNB, LEED, WELL)
- Green leases
- New work concepts
- Carbon footprint optimization
- Materials passports
- Implementation planning

## Strategy

### Portfolio-level advisory

- ESG portfolio analyses
- Red flag analyses
- Reporting (GRESB, ...)
- Data management
- ESG scoring
- Roadmap to ESG
- Net-zero-carbon strategies



## Office

### Where companies are at home.

When it comes to choosing an office location, it is essential to consider factors such as space and cost efficiency, ESG compliance, the surrounding area, infrastructure, accessibility for employees, functionality and architecture. Having an approach that fits your corporate identity and is in line with your specific sustainability strategy is becoming increasingly important. We can show you the benefits of implementing a new work strategy. Whether you are looking for a new home for your company or are an investor looking for a solid, long-term investment, our extensive local and international expertise makes us the perfect partner to find the right property for you, one that meets all of your requirements.

#### Office investment

- Finding building sites and planning advisory services
- Disposal and acquisition advisory services
- Transaction management
- Sale and leaseback models
- Purchase price calculations and business plans
- Location analyses
- Market and competitor analyses
- Brokering financing

#### Office letting

- Developing strategic real estate solutions for your company
- Structured, transparent stay-or-leave process
- Office Expert by Colliers – Objectivity guaranteed throughout the selection process
- Decisions based on cost and efficiency comparisons
- Custom digital marketing strategies and measures
- Data-supported market and competition analyses
- Custom reporting for the highest executive levels





## Residential Investment Residential/Commercial Mix Properties

Our Residential Investment team brokers residential/commercial mix properties and multifamily buildings to private and institutional investors. Owners benefit from our excellent position on the market, where we have connections to all relevant sources of capital.

## Capital Markets Residential

Our Capital Markets Residential team brokers stock portfolios, residential complexes, building sites and forward deals primarily to institutional investors and family offices.

# Residential

## A secure investment.

Residential assets are among the most stable, resilient investment products, making these assets particularly popular. Both private and institutional investors benefit from stable returns and value increases in their acquisitions. We use our extensive local and national expertise and in-depth market knowledge to help you make informed real estate investment decisions – stable residential investments that generate high returns largely independent of economic cycles.

Our Residential team is active in 9 locations throughout Germany and maintains excellent connections to all market participants, which enables them to identify opportunities as soon as they arise. The team is divided into two specialized areas: Residential/Commercial Mix Investment and Capital Markets Residential.



# Industrial & Logistics

## Driving the economy.

What used to be regarded as a highly specific asset class has become one of the most versatile business segments in the commercial real estate sector: industrial & logistics. Today's occupiers and investors place high demands on the quality and location of logistics properties.

Germany is a particularly popular logistics destination thanks to its geographic location, extensive infrastructure and strong economy. In addition to the country's top 8 hubs of Berlin, Düsseldorf, Frankfurt, Hamburg, Cologne, Leipzig, Munich and Stuttgart, our advisory services also cover the country's other relevant logistics regions and hubs.

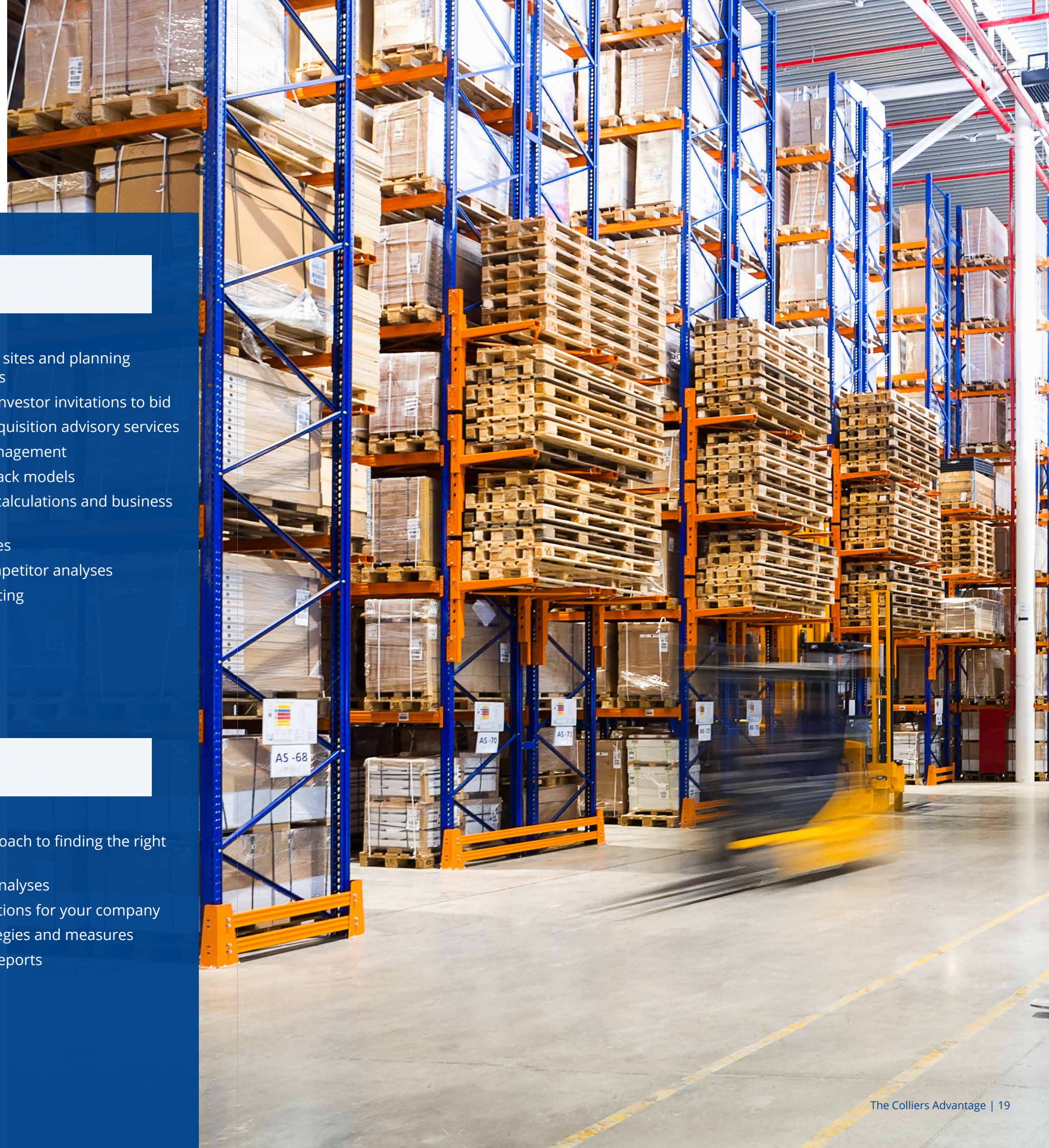
If you are a property developer looking for a partner to assist you in your project from finding a land site to property valuation or a company looking to lease the ideal logistics property or buy industrial real estate for manufacturing – we are there to advise you throughout all phases of your project. Locally, nationally and globally.

### Investment

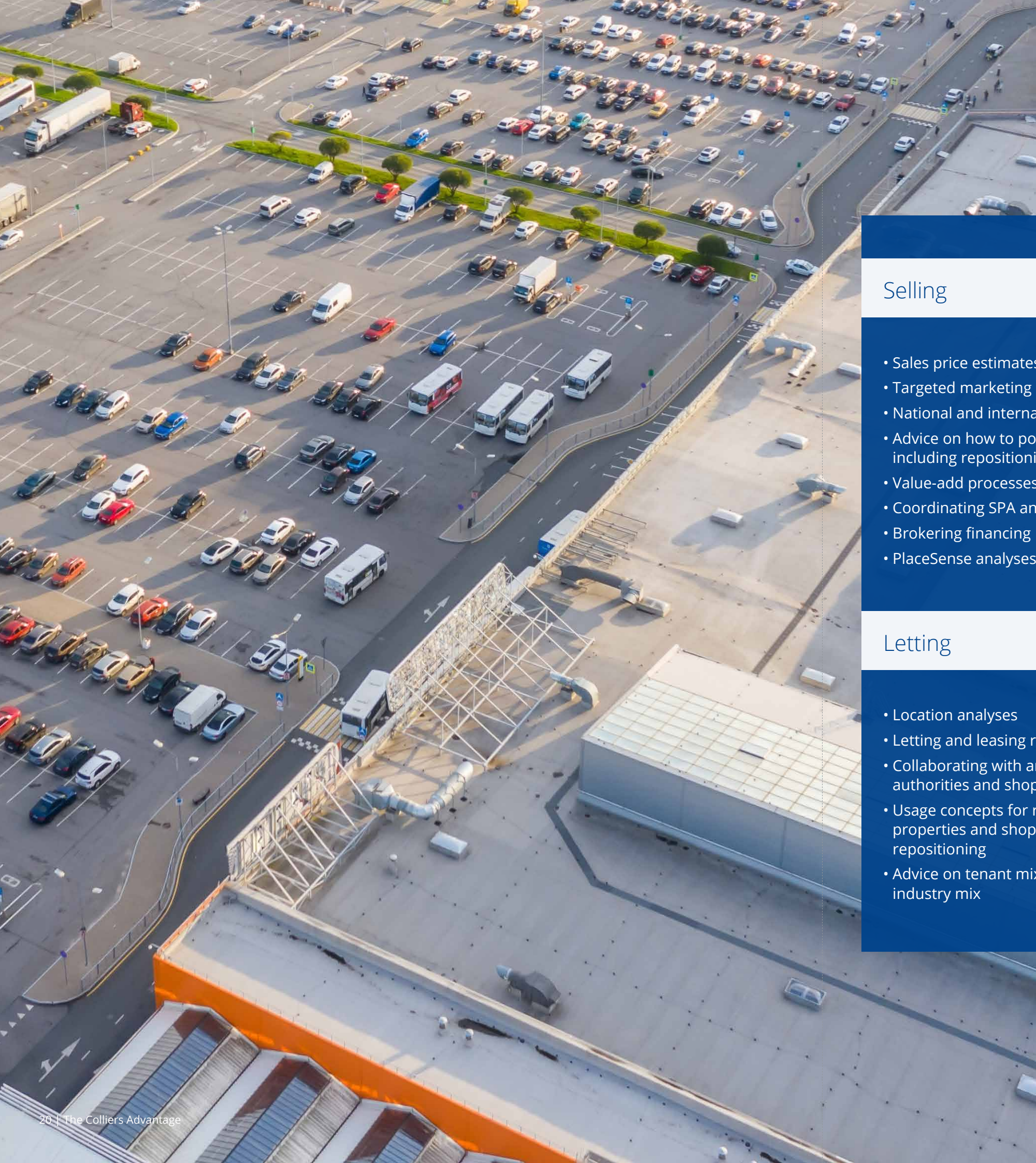
- Finding building sites and planning advisory services
- Developer and investor invitations to bid
- Disposal and acquisition advisory services
- Transaction management
- Sale and leaseback models
- Purchase price calculations and business plans
- Location analyses
- Market and competitor analyses
- Brokering financing

### Leasing

- Structured approach to finding the right location
- Rental market analyses
- Real estate solutions for your company
- Marketing strategies and measures
- Regular status reports







## Selling

- Sales price estimates and SWOT analyses
- Targeted marketing
- National and international advisory services
- Advice on how to position your property, including repositioning
- Value-add processes
- Coordinating SPA and lease signings
- Brokering financing
- PlaceSense analyses

## Letting

- Location analyses
- Letting and leasing retail space
- Collaborating with architects, local authorities and shopping center operators
- Usage concepts for retail parks, high-street properties and shopping centers, including repositioning
- Advice on tenant mix as well as use and industry mix

## Retail

Here's to good business.

From retail parks and shopping centers to large-scale retail units and smaller stores in prime locations, you will benefit from our extensive knowledge of the retail market. We can help you with every aspect of selling and letting your retail property. We know the requirements of your target group and maintain close ties with decision-makers at well-known retailers as well as numerous investors, architects, property managers and authorities.

From high-street letting, retail portfolio investment and occupier services to property valuation, we provide end-to-end services for retail space and properties throughout Germany. Our advisory services also include expert advice on food-anchored properties, a current focus of many investors. We can also help you reposition your property, including transformation from single use to multi-use and repositioning shopping centers.



# Hotel

## Hospitality. Know. How.

The key to any lodging property is making sure your concept is a good fit with that property and with the location.

Our experienced team has extensive experience in the hospitality sector and is ready to provide you with end-to-end advisory services on a wide variety of tenant concepts, space and cost efficiency and relevant location requirements. We can tell you which type of use is the most attractive for your property.

We use our extensive expertise in the hospitality and development segment to find the perfect combination of tenant and operating concept that fits your requirements profile.

### Our services at a glance

- Hotel advisory services throughout the property's entire life cycle
- Selection of real estate and/or operators that are a good fit
- Efficiency analyses
- Modernization and optimization concepts
- Marketing strategies and measures
- Regular status reports
- Disposal and acquisition advisory services, lease contract consulting
- Transaction management, leasing management
- Sale and leaseback models
- Purchase price calculations
- Brokering financing



## Agriculture & Forestry

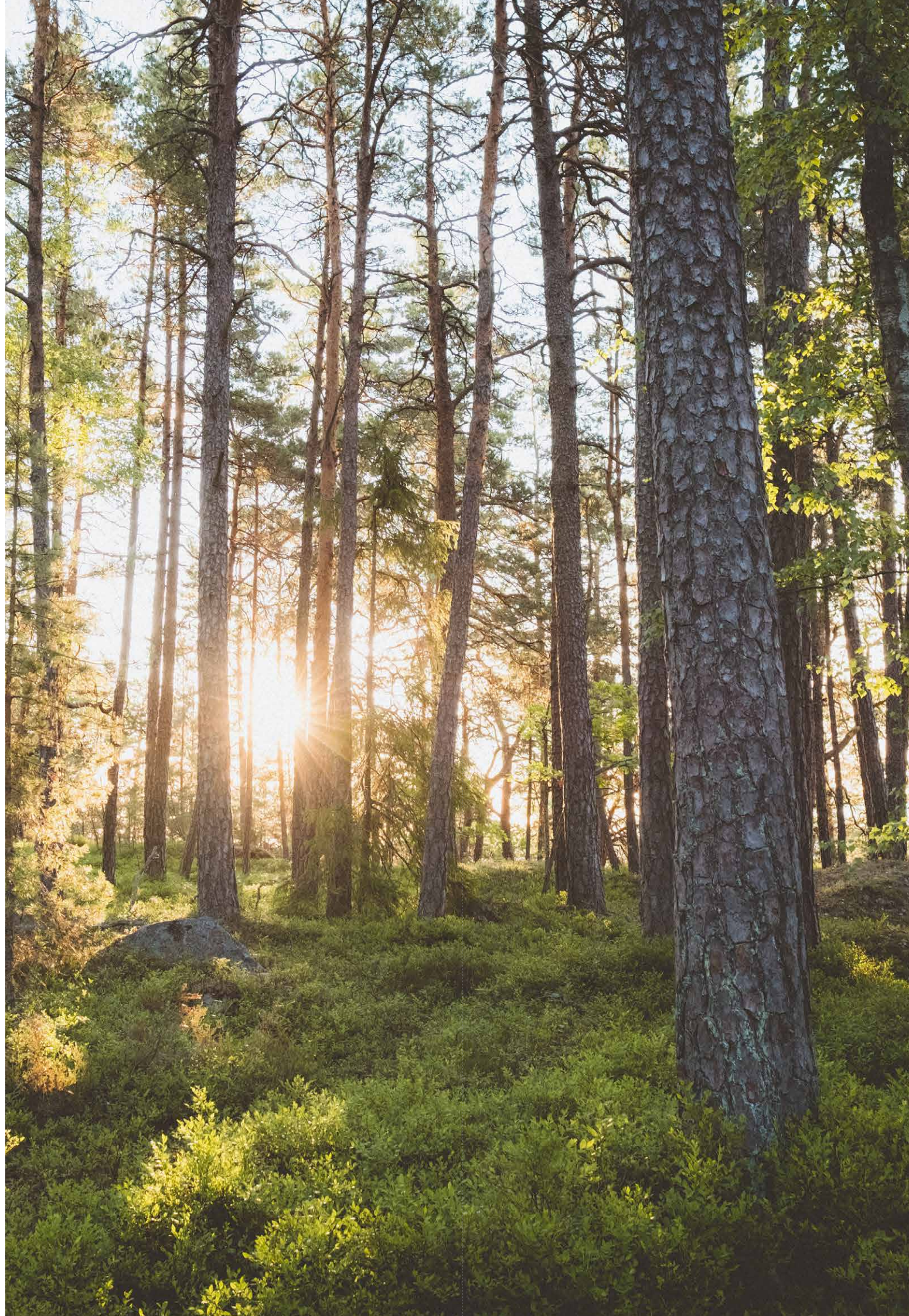
Sustainable investment.  
Sustainable profit.

We assist you in transactions involving forest and agricultural land, both buy and sell side. Thanks to our personal and professional networks, we can also help you find the right professional operator for your forest, hunting or agricultural land in any region.

The Colliers Agriculture & Forestry team is your one-stop partner when it comes to everything around investing in land and forest properties. We identify and evaluate investment opportunities, provide consulting, manage purchase and sales transaction processes and help you manage operations.

Our team consists of people who themselves own land and forest property, which lets us incorporate very real, personal aspects into our services, supported by our extensive experience in this asset class.

We know our way around land and forest properties both in Germany and abroad and advise operations in Europe, Asia-Pacific and South America. Our business model is unique to the DACH countries.



Colliers carbon forestry:  
accelerating net zero.

Colliers offers investors and companies the chance to invest in sustainable forestry through reforestation projects. Forests support ecosystems in different ways, many of which are currently undervalued. Forests are also the only form of land use that cost-effectively extracts CO<sub>2</sub> from the atmosphere. This unique feature is being increasingly recognized, independently certified and translated into value. The goal is to only compensate the part of your carbon footprint that you cannot otherwise prevent or minimize. With your forest investment, we help you become carbon neutral and accelerate your path to net zero.



# Other types of use

Recognizing opportunities.  
Diversifying portfolios.

**Healthcare**  
With interest growing in social impact investments and resilient investment options, more and more investors are turning to healthcare properties. The spectrum within this usage type ranges from care facilities and assisted living to medical facilities and therapy centers. The demographic trend of Germany's aging society favors an investment in health-care assets.



**Life sciences**  
Life sciences companies are an important pillar in the German and international economy. They make a valuable contribution to people's well-being through their research and product development. To be successful, these companies require special real estate that features laboratory space, production facilities, sanitary rooms, etc. We help investors make targeted investments in the potential of the life sciences sector by finding them the right properties.



**Micro-living**  
Micro-living properties are the real estate sector's answer to the growing flexibility of German society. Students and young professionals in particular often look for temporary accommodation in popular locations. Project-based workers such as corporate consultants and IT specialists also sometimes need temporary accommodation without wanting to go without the usual comforts. The micro-living asset class gives investors the opportunity to encourage flexibility in society while generating returns.



**Parking structures**  
Decisions around parking structures are key in urban planning. Parking structures have established themselves as an important usage type that offers secure returns for long-term investors. Today at many locations, these types of properties are becoming attractive mobility hubs that feature a variety of offers for all types of users. These assets enjoy high value stability thanks to their central locations.



# Facts & figures

## Germany KPIs 2024

### Locations throughout Germany

387  
Professionals

351  
Leasing Deals

175  
Investment Deals

231  
Advisors



619,528  
Take-up Volume (SQM)

€3.6B  
Transaction Volume

€14.1B  
Valuation Volume

## Global KPIs 2024

### Local expertise worldwide

70  
Countries

23,000  
Professionals

46,000  
Deals



€4.5B  
Total Revenue

186 million  
Square metres managed

€96B  
Assets under management



## Our values

We think and act like entrepreneurs.  
And exceed our clients' expectations.  
We create new opportunities for our clients by identifying changes, thinking outside the box and developing new solutions.

We work together.  
And achieve exceptional results.  
Our teams use their market expertise, experience and connections to find the perfect solutions for our clients.

We invest in relationships.  
And create value that lasts.  
We have been in the business for years, developing solutions that go beyond our clients' needs and sustainably improving our clients' results.

We are the experts.  
And are pioneering in the real estate sector.  
We are successful trendsetters and a step ahead in our industry. We invest in the future – and in our clients.

We do what's right.  
For our clients, our company and our employees.  
Integrity is a key ingredient in the Colliers corporate philosophy. Our employees know they can rely on one another, which forms the basis for the excellent teamwork that benefits our clients.



# Locations

## **Berlin**

Budapester Straße 50  
10787 Berlin  
Tel. +49 30 202993-0

## **Dresden**

Trompeterstraße 5  
01069 Dresden  
Tel. +49 351 89732002

## **Düsseldorf**

Königsallee 60 C  
40212 Düsseldorf  
Tel. +49 211 862062-0

## **Frankfurt**

Junghofstraße 9  
60315 Frankfurt  
Tel. +49 69 719192-0

## **Hamburg**

Burchardstraße 17  
20095 Hamburg  
Tel. +49 40 328701-0

## **Cologne**

Kaiser-Wilhelm-Ring 15  
50672 Cologne  
Tel. +49 221 986537-0

## **Leipzig**

Grimmaischer Steinweg 5  
04103 Leipzig  
Tel. +49 341 2182990-0

## **Munich**

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80335 Munich  
Tel. +49 89 624294-0

## **Nuremberg**

Am Tullnaupark 15  
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## **Stuttgart**

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## About Colliers in Germany

Colliers' real estate advisors work from our offices in Berlin, Dresden, Düsseldorf, Frankfurt, Hamburg, Cologne, Leipzig, Munich, Nuremberg and Stuttgart. Our services include leasing, purchasing and selling office, commercial, hotel, industrial, logistics and retail properties, residential/commercial mix buildings, lots, agriculture & forestry, asset valuation, financial advisory services, occupier services and assisting companies in their property management activities. Colliers International Group Inc. (NASDAQ, TSX: CIGI) is active with roughly 23,000 professionals in 70 countries.