

CAPITAL MARKETS AND INVESTMENT SERVICES INDIA

Getting to know us

Colliers International's Capital Markets and Investment Services (CMIS) team assists investors and real estate developers in optimising the economics of their real estate projects through innovative capital finance solutions. We cater to developers as well as investors, mentioned below is a snapshot of services that we offer:

To developers

Our team works with developers to showcase their assets or portfolio to real estate investors operating at both international as well as national level. We work with developers to raise funds for their under-developed as well as completed projects viz. private placements, HNI investors, Real Estate Investment Trusts (REITs), quasi-debt and other senior debt instruments.

We work closely with our Global Capital Markets and Investment Services Group, wherein heads of investment services teams from various countries including the US, UK, Europe and other Asian offices of Colliers collaborate, with a view to deploy transborder capital. This gives an opportunity to our clients to position their capability on the global real estate platform as well.

To investors

Investors can avail varied investment opportunities, both in domestic as well as international markets through our proprietary database of investment opportunities. We conduct detailed initial screening while sifting through the entire breadth of competing investment deals in the market based on our investor's criteria and preferences.

Our superior capability is achieved by in-depth local market knowledge, long-term relationships with developers, along with the insight that we have on their real estate strategies, business plans, leasing, and management efficiencies, etc.

Services we offer

Our team endeavours to add value at each stage of the investment process by providing services in the following dimensions:

Capital markets:

- › Private equity advisory
- › Debt syndication
- › Structured finance
- › Business plan preparation
- › Fund advisory

Investment services:

- › Asset sales and deal structuring
- › Investments in yield generating assets
- › Operator search for hotels, schools and hospitals
- › Identification of strategic/joint venture partners
- › Identification of offshore investment opportunities

Scope of services

Capability

Colliers International offers a combination of capital markets experience and local real estate expertise in more than 100 markets globally. The investment sales team consists of experienced specialists from varied fields of Private Equity, Investment Banking, Corporate Finance and Real Estate who have achieved synergies with Colliers International's global network of resources.

Deal screening/sourcing

After a preliminary evaluation of investment options in the market, our team identifies projects which are most suited for the funds/investors' investment objectives. Our methodology for evaluation encompasses due diligence on the developer's sustained developmental capability. Some of the parameters include the developer's management background, completed/on-going projects, scale of the projects, project type focus (residential, commercial, hotel, retail, mixed-use), status of approvals/concessions from various government boards, location concentration and the proposed project's positioning in the subject market. Europe and other Asian offices of Colliers collaborate with a view to deploy transborder capital. This gives an opportunity to our clients to position their capability on the global real estate platform.

Business plan (including financial modelling)

We assist our clients in preparing the business plan, which includes feasibility study, giving micro-market analysis and the positioning of the subject site. As part of the valuation exercise we quantify and evaluate risk that is fundamental to the project by breaking down each of the project type to its granular level for arriving at the investment return. This gives a consultative approach to the entire valuation exercise by keeping the process fully dynamic and helps in arriving at a project value agreeable to both our client as well as the investor.



Deal funding

We assist our clients in identifying the best financing options available among debt, equity, preferred equity, mezzanine, etc. The optimum mix of funding is decided, keeping in view the client's objective, thereby aligning it with the investor's expectation on returns. This is attained through progressive stages of negotiations with both the parties aimed at bringing the fund raiser and the funding party on a common platform.

Term sheet finalisation

Our role in term sheet finalisation lies in reading the fine print of the definitive agreement for our client. Our client benefits from our local as well as global experience and expertise in working on transactions. Our experienced team understands the legal and commercial aspects of deal structures including joint venture/joint development agreements, hybrid instruments, thereby identifying the associated risks and risk mitigants.

Industry research

Our research team keeps a constant tab on real estate market trends, both in the local as well as in the global market. This gives an impact analysis of the macro-economic trends on the supply/absorption rate in subject micro markets.

Legal documentation

All the deals are structured keeping in view the regulatory requirements and all the related procedures are carried out within the judicial framework.

Investment sales

We understand every aspect of the client's investment goal and strive to achieve optimum returns, from managing acquisitions and disposition of core and non-core assets to diversifying multi-market portfolios. With our in-depth reach in the local markets and best practice sharing from our regional and global teams, we actively engage in property acquisition and disposal of land and buildings in all sectors – from commercial, industrial, residential to retail properties. Coupled with the precise provision of accurate market research, we ensure that our clients are well-positioned to make strategic decisions in relation to their assets.

Benefit for our clients?

- › A single window for a wide real estate portfolio
- › Easy access to potential domestic and international capital
- › Reach to Colliers global capital market platform
- › Hassle free transaction assistance

Track Record



CHD Developers | Delhi
Debt syndication. The deal proceeds were used towards re-financing of capital and towards funding of further working capital



Pareena Infrastructure Gurugram
Debt syndication via loan structure. The deal proceeds were used towards re-financing of existing debt and towards funding further working capital



Silverglades Group | Gurugram
Debt syndication via vanilla loan structure. The deal proceeds were used towards working capital and construction finance



Vora Skyline | Mumbai
Successfully raised inventory funding for a residential project 'Acropolis' in Borivali(W) with 100% cash out



Lakhani Builders | Mumbai
Successfully raised construction finance for Orchid Woods project in Khopoli



Agarwal Group | Mumbai
Investment advisory for equity transaction



Chandak Group | Mumbai
Successfully raised Inventory funding for a residential project 'Harmony' in Kandivali (W)



Sunteck Realty | Mumbai
JDA transaction with development potential of about 2 lac sq ft and revenue potential of INR 500 Crore



Marvel Realtors | Pune
Debt syndication. The deal proceeds were used towards re-financing of existing bank debt and towards funding of further working capital



Kumar Properties | Pune
Debt syndication via NCDs. The deal proceeds were used towards re-financing of existing debt and towards funding further working capital



Kohinoor Properties | Pune
Debt syndication. The deal proceeds were used towards re-financing of capital and towards funding of further working capital



Mahaveer | Bengaluru
Consortium lending by LIC HFL and ICICI Bank



Mahaveer | Bengaluru
Land stage funding by Motilal Oswal for two upcoming projects of Mahaveer group



Puravankara Projects Limited | Bengaluru, Chennai and Coimbatore
Construction finance by Piramal against multiple ongoing projects of PPL across Bengaluru, Chennai, and Coimbatore



Casa Grande | Chennai
Land stage funding by Bennett Property for an upcoming project of Casa Grande



Casa Grande | Chennai
Land stage funding by Motilal Oswal for an upcoming project of Casa Grande

413 offices in 69 countries on 6 continents

United States: **145**

Canada: **28**

Latin America: **23**

Asia : **39**

ANZ: **47**

EMEA: **131**

\$2.7

billion in
annual revenue

2

billion square feet
under management

15,400

professionals
and staff

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Kolkata

Delhi

Mumbai

Gurgaon

Pune

NOIDA



About Colliers International Group Inc.

Colliers International Group Inc. (NASDAQ: CIGI) (TSX: CIGI) is a top tier global real estate services and investment management company operating in 69 countries with a workforce of more than 13,000 professionals. Colliers is the fastest-growing publicly listed global real estate services and investment management company, with 2017 corporate revenues of \$2.3 billion (\$2.7 billion including affiliates). With an enterprising culture and significant employee ownership and control, Colliers professionals provide a full range of services to real estate occupiers, owners and investors worldwide, and through its investment management services platform, has more than \$25 billion of assets under management from the world's most respected institutional real estate investors.

Colliers professionals think differently, share great ideas and offer thoughtful and innovative advice to accelerate the success of its clients. Colliers has been ranked among the top 100 global outsourcing firms by the International Association of Outsourcing Professionals for 13 consecutive years, more than any other real estate services firm. Colliers is ranked the number one property manager in the world by Commercial Property Executive for two years in a row.

Colliers is led by an experienced leadership team with significant equity ownership and a proven record of delivering more than 20% annualized returns for shareholders, over more than 20 years.

For the latest news from Colliers India, visit <http://www.colliers.com/en-gb/india>.

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Accelerating success.