

AGENCY

OUR SERVICE GOES ABOVE AND BEYOND YOUR EXPECTATIONS



We approach our clients' business as if it was our own and look for creative real estate solutions to their business needs. Through understanding the key business drivers of our clients' operations and the market conditions in which they operate, we are able to provide tailored real estate strategies and solutions.



Colliers International was asked to (sub-) lease the remaining office space in Amsterdam, Oosterdoksstraat 80, by JDE. JDE reorganized their HQ in Amsterdam after the merge between Douwe Egberts and Jacobs. JDE is a global coffee & tea company, serving consumers in more than 100 countries through iconic brands including: Jacobs, Tassimo, Moccona, Senseo, L'OR, Douwe Egberts, Kenco, Pilao & Gevalia.

Colliers started with a new fit out on the 9-11th floor for the new HQ of JDE. Also, the search for new tenants was started for the floors 1-8 of in total 3.150 m².

CHALLENGE

- > New fit out for HQ JDE;
- > New (sub-)tenants for remaining floors to reduce lease costs;
- > Within max. 9 months.

STRATEGY

- > Fit out organized and realized by specialists of Colliers International Corporate Solutions (CICS);
- > Search for new tenants organized and realized by specialists of Colliers International Agency Amsterdam.

RESULTS

- > New HQ for JDE;
- > New tenants Takeaway.com, Swarovski and Zamro;
- > All within the agreed term of 9 months.



Merin is an investor in office space and warehouses in The Netherlands and owns more than 200 buildings. Merin is owned by TPG and Patron Capital. The current portfolio is still growing, with the purchase of new buildings. One of the most recent acquisitions is an office portfolio with KPN as largest user, with offices in Nieuwegein and Eindhoven. The office in Eindhoven was vacant for approx. 75% and therefore needed to be leased on a short term.

Colliers International has realized various transactions for Merin. The mandate was free fight in the beginning, but for Colliers this was a good opportunity to intensify the relationship with Merin by realizing lease transactions on a short term.

CHALLENGE

- > Find tenants for the vacancy of approx. 6.000 m² office space with parking spaces;
- > Located at "Flight Forum", a modern office park close to the highway to Amsterdam and Maastricht;
- > Low demand for office space;
- > High expectations of the quality of the users.

STRATEGY

- > Pitch & presentation;
- > Make a marketing strategy including a reasonable timeline;
- > Define potential users that fit the expectations of the client;
- > Start to get in contact with these users actively by calling them, sending them documentation, arrange viewings, get a good impression of their requirements and convince them of the benefits of moving to this location;
- > Negotiate and finalize.

RESULTS

- 85% of vacancy leased within 6 months, to:
- > ASML (4,000 m²);
 - > Equipe (1,200 m²).

CONTACT DETAILS

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Discover Colliers International Agency, a partner that is able to guide clients through our leasing process to ensure a timely and efficient lease execution that meets the clients' needs.

ROBERT KOK, NATIONAL DIRECTOR AGENCY:
 "WE EMPOWER OUR TEAMS TO CREATE MEMORABLE TENANT EXPERIENCES THAT ULTIMATELY BENEFIT THE OWNER'S AND THE BUILDING'S BOTTOM LINE"

AGENCY =

Our team of professionals:

15^{NL}
876^{EMEA}



ADD COLLIERS SPECIALISTS TO YOUR NETWORK



Active in the sectors:



INDUSTRIAL



LOGISTICS



OFFICES



EDUCATION



CARE



GOVERNMENT

AGENCY OPERATES IN A LARGE PLAYING FIELD

Colliers International's Agency team provides tailored solutions and has experience in many different sectors.

BANKS



21%

DEVELOPERS



2%

HOUSING CORPORATIONS



6%

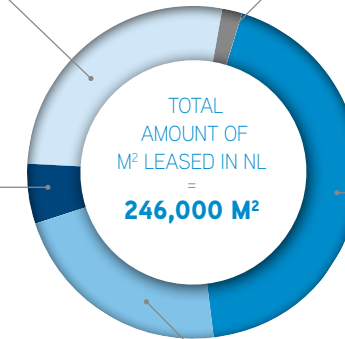
INSTITUTIONAL INVESTORS

44%



PRIVATE INVESTORS

27%



OUR EXPERTISE



MARKET ANALYSIS



PRODUCT POSITIONING



RESEARCH



REVIEW OF CLIENT OBJECTIVES AND RETURN ON INVESTMENT



MARKETING, STRATEGY, TACTICS AND TOOLS



LEASE NEGOTIATION (INVESTORS)

SQUARE METERS LEASED IN NL IN 2015

246,000

TOTAL FINISHED PROJECTS & TRANSACTIONS IN 2015

256

A SELECTION OF CLIENTS WE PROUDLY SERVE



syntrus | ochmea



VALAD



FORWARD THINKING AND THOUGHT LEADERSHIP

Amount of published research reports annually:



NL 11
EMEA >300
Global >1,400



with 114 researchers within the EMEA region

Accelerating success.