

AGENCY

OUR SERVICE GOES ABOVE AND BEYOND YOUR EXPECTATIONS

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}



ADD COLLIERS SPECIALISTS TO YOUR NETWORK



Active in the sectors:



INDUSTRIAL



LOGISTICS



RETAIL



OFFICES

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%

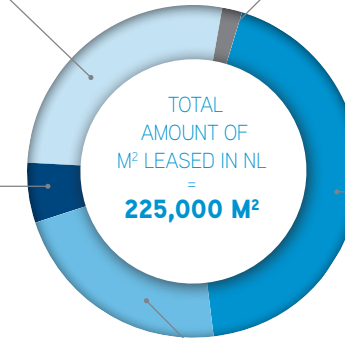
INSTITUTIONAL INVESTORS

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 2014	TOTAL FINISHED PROJECTS & TRANSACTIONS IN 2014
225,000	200

A SELECTION OF CLIENTS WE PROUDLY SERVE

IVG

CREDIT SUISSE

syntrus | ochmeo

Grontmij

Goodman

LONE STAR FUNDS

FORWARD THINKING AND THOUGHT LEADERSHIP

Amount of published research reports annually:



NL 7
 EMEA 190
 Global 1,100



with 72 researchers within the EMEA region

Accelerating success.

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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.



The office building at Laarderhoogtweg 12 in Amsterdam has been vacant for more than a year. It was the office and showroom for Ahrend, one of the largest workplace innovators in Europe. After Ahrend moved out there was no demand for combinations of showroom and office space anymore from the market. Therefore, transformation into a different use, for example a private clinic, was necessary.

Equipe Care Companies is an independent group of clinics located throughout the Netherlands. Colliers International already realized the search for a new clinic and HQ in Eindhoven.

CHALLENGE

- > Transformation of current building, including adjustment of zoning plan;
- > Relocate current location Equipe in Hilversum to Amsterdam;
- > Ready to use within 1 year;
- > Tight time schedule.

STRATEGY

- > Define potential users;
- > Investigate the structural quality including height, floor capacity, parking etc;
- > Match possibilities with demands of Equipe;
- > Make sure that the building and actual zoning plan can be adjusted into use by a clinic including surgery and overnight stay;
- > Negotiate and finalize transaction.

RESULTS

- > New user was found;
- > Negotiations with landlord, buyer and Equipe were successfully finalized;
- > Second new clinic for Equipe after Eindhoven in 2014.



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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