



COLLIERS INTERNATIONAL *Consultancy & Valuation*

The Consultancy & Valuation Division values all types of real estate properties and provides advice on a broad cross section of consultancy and valuation matters. Colliers International has an exceptional record in undertaking major consultancy and valuation appointments in relation to fund raising, major property portfolios, development sites, initial public offerings and property purchases. We are flexible in our approach in regards to the scheduling of the work in order to meet the needs of the client.

Colliers offers a depth of senior personnel and resources with substantial international experience across major asset classes. We focus on allocating the most appropriate skilled resources to the consultancy and valuation assignments of individual clients, both professionally and strategically. Emphasis is placed on a single point of contact, to ensure highly personalised and accountable service without any dilution of responsibility. Similarly, confidentiality is strictly enforced throughout our office and, when required, project teams will maintain total confidentiality from other Colliers staff members.

The team is committed to the best consultancy and valuation practices to ensure our clients obtain maximum benefit from our specialised knowledge and global networks.



SERVICES

- ▶ Acquisition and disposal
- ▶ Balance sheet compliance
- ▶ Capital raising
- ▶ Corporatisation and privatisation
- ▶ Feasibility studies
- ▶ Financing and refinancing
- ▶ Highest and best use analysis
- ▶ Insurance purposes
- ▶ Mergers and acquisitions
- ▶ Rent reviews
- ▶ Trust requirements
- ▶ Litigation support
- ▶ Non-performing loans
- ▶ Rating and taxation
- ▶ Expert witness
- ▶ Initial public offerings
- ▶ Development consultancy



COLLIERS INTERNATIONAL OFFERS A FULL RANGE OF PROPERTY SOLUTIONS

Corporate Services • Commercial Leasing • Industrial Sales & Leasing • Residential Sales & Leasing
International Residential Properties • Investment Sales • Retail Services • Property Derivatives
Real Estate Management Services • Consultancy & Valuation • Hotels & Leisure • Research & Advisory



REPRESENTATIVE CLIENTS

AIRLINE

- ▶ Singapore Airlines Ltd

BANKS AND FINANCIAL INSTITUTIONS

- ▶ ANZ Bank
- ▶ Aareal Financial Services (Singapore) Pte Ltd
- ▶ Barclays Private Bank Asia
- ▶ Hypo Real Estate Capital Hong Kong Corporation Limited
- ▶ Mizuho Corporate Bank, Ltd
- ▶ Royal Bank of Scotland
- ▶ Woori Global Markets Asia Ltd
- ▶ Wachovia Securities

DEVELOPERS

- ▶ New World China Land Ltd
- ▶ Limitless LLC
- ▶ Nakheel Co LLC
- ▶ Sama Dubai LLC

HEALTH CARE

- ▶ Johnson & Johnson Pte Ltd

GOVERNMENT & PUBLIC ORGANISATIONS

- ▶ GIC Real Estate Plc Ltd
- ▶ Lands Department, Government of Hong Kong SAR
- ▶ Urban Renewal Authority

HOTEL

- ▶ Shangri-la Hotels & Resorts Limited

INVESTMENT FUND

- ▶ Ascott Residence Trust Management Limited
- ▶ CapitaRetail China Trust Management Limited
- ▶ CLSA Capital Partners (HK) Limited
- ▶ Citigroup
- ▶ Credit Suisse
- ▶ DAMAC Properties Co LLC
- ▶ Deutsche Bank AG
- ▶ GE Real Estate
- ▶ Goldman Sachs (Asia) Finance
- ▶ GZI REIT Asset Management Limited
- ▶ JP Morgan Securities (Asia Pacific) Limited
- ▶ LaSalle Investment Management
- ▶ Lehman Brothers
- ▶ Lend Lease Real Estate Investments Pte Ltd.
- ▶ Macquarie Global Property Advisors
- ▶ Mapletree Logistics Trust Management Ltd
- ▶ Mirae Asset MAPS Investment Management Co Ltd
- ▶ Merrill Lynch
- ▶ Morgan Stanley Dean Witter Asia Ltd
- ▶ RREEF China REIT Management Limited
- ▶ Thakral Corporation (HK) Ltd
- ▶ VinaCapital Real Estate Co Ltd

MOTOR

- ▶ Denway Motors Limited

ENGINEERING

- ▶ Hong Kong Aircraft Engineering Co Ltd

INSURANCE COMPANIES

- ▶ AXA China Region Insurance Company Ltd
- ▶ Sun Life Financial (Hong Kong) Limited

LEGAL FIRMS

- ▶ Mayer Brown Johnson Stokes & Master
- ▶ Reed Smith Richards Butler
- ▶ Robert W. H. Wang & Co Ltd

LOGISTICS

- ▶ FedEx Express
- ▶ Hong Kong Air Cargo Terminals Ltd (HACTL)

RETAIL

- ▶ A.S. Watson Group (HK) Limited
- ▶ Metro Cash & Carry International GmbH

TECHNOLOGY

- ▶ Hong Kong Cyberport Management Co Ltd
- ▶ PCCW

TRANSPORT & UTILITIES

- ▶ The Aviation Fuel Supply Company (AFSC)
- ▶ MTR Corporation Limited
- ▶ The Hong Kong & China Gas Co Ltd

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