



COLLIERS INTERNATIONAL

## Valuation & Advisory Services

Colliers Valuation & Advisory Services values all types of real estate properties and provides advice on a broad cross section of advisory and advisory 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



### 512 OFFICES IN 61 COUNTRIES

USA	125
Canada	38
Latin America	18
Asia Pacific	214
EMEA	117

Revenue in 2010  
Over US\$1.5 billion

Property under management  
979 million sq ft

12,500 Professionals



### COLLIERS INTERNATIONAL

Suite 5701 Central Plaza  
18 Harbour Road, Wanchai  
Hong Kong

Company Licence No: C-006052

[www.colliers.com](http://www.colliers.com)



Accelerating success.

### INTEGRATED REAL ESTATE SOLUTIONS

- > Corporate Solutions > Office Services > Industrial Services > Investment Services
- > Project Management > Retail Services > Residential Sales > Residential Leasing
- > International Properties > Valuation & Advisory Services > Research & Advisory

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# Valuation & Advisory Services



## SELECTED REPRESENTATIVE CLIENTS

### AIRLINE

- > Singapore Airlines Ltd

### BANKS AND FINANCIAL INSTITUTIONS

- > ANZ Bank
- > Aareal Financial Services (Singapore) Pte Ltd
- > Barclays Private Bank Asia
- > Mizuho Corporate Bank, Ltd
- > Oversea-Chinese Banking Corporation
- > Royal Bank of Scotland
- > Standard Chartered Bank
- > Woori Global Markets Asia Ltd
- > Wachovia Securities

### DEVELOPERS

- > Limitless LLC
- > Henderson Land Development Company Limited
- > Nakheel Co LLC
- > New World China Land Ltd
- > 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

- > Regal REIT
- > Shangri-la Hotels & Resorts Limited
- > The Langham Hotel Hong Kong

### 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
- > 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

## CONTACT US

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