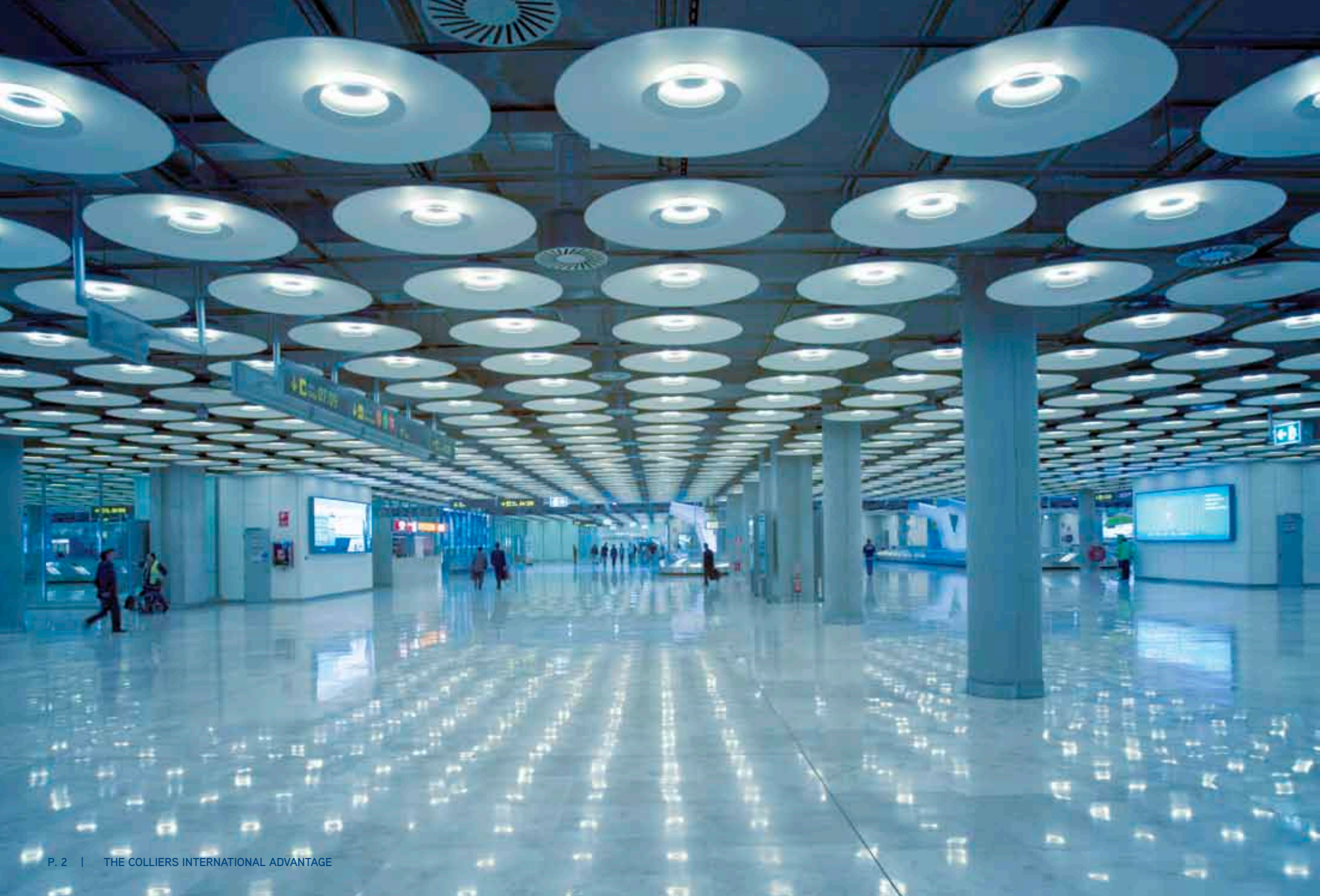




The Colliers International *Advantage*

Accelerating success.



Colliers International is the leader in global real estate services defined by our spirit of enterprise. Through a culture of service excellence, and a shared sense of initiative, we have integrated the resources of real estate specialists worldwide to accelerate the success of our clients.

When you choose to work with Colliers, you choose to work with the best. In addition to being highly skilled experts in their field, our people are passionate about what they do. And they know we are invested in their success just as much as we are in our clients' success.

This is evident throughout our platform—from Colliers University, our proprietary education and professional development platform, to our client engagement strategy that encourages cross-functional service integration, to our culture of caring.

We are joined by a shared set of values and ethics that have shaped a collaborative environment throughout our organization that is unsurpassed in the industry. That's why we attract top recruits and have one of the highest retention rates in the industry. Colliers International has also been recognized as one of the "best places to work" by top business organizations in many of our markets across the globe.

COLLIERS INTERNATIONAL
AT A GLANCE*

€1.5_B 220_M

IN ANNUAL
REVENUE

SQUARE METERS UNDER
NEW MANAGEMENT

15,000

PROFESSIONALS

480 61

OFFICES

COUNTRIES

€154_B

IN TRANSACTION VALUE
OVER LAST 3 YEARS

*BASED ON 2009 RESULTS

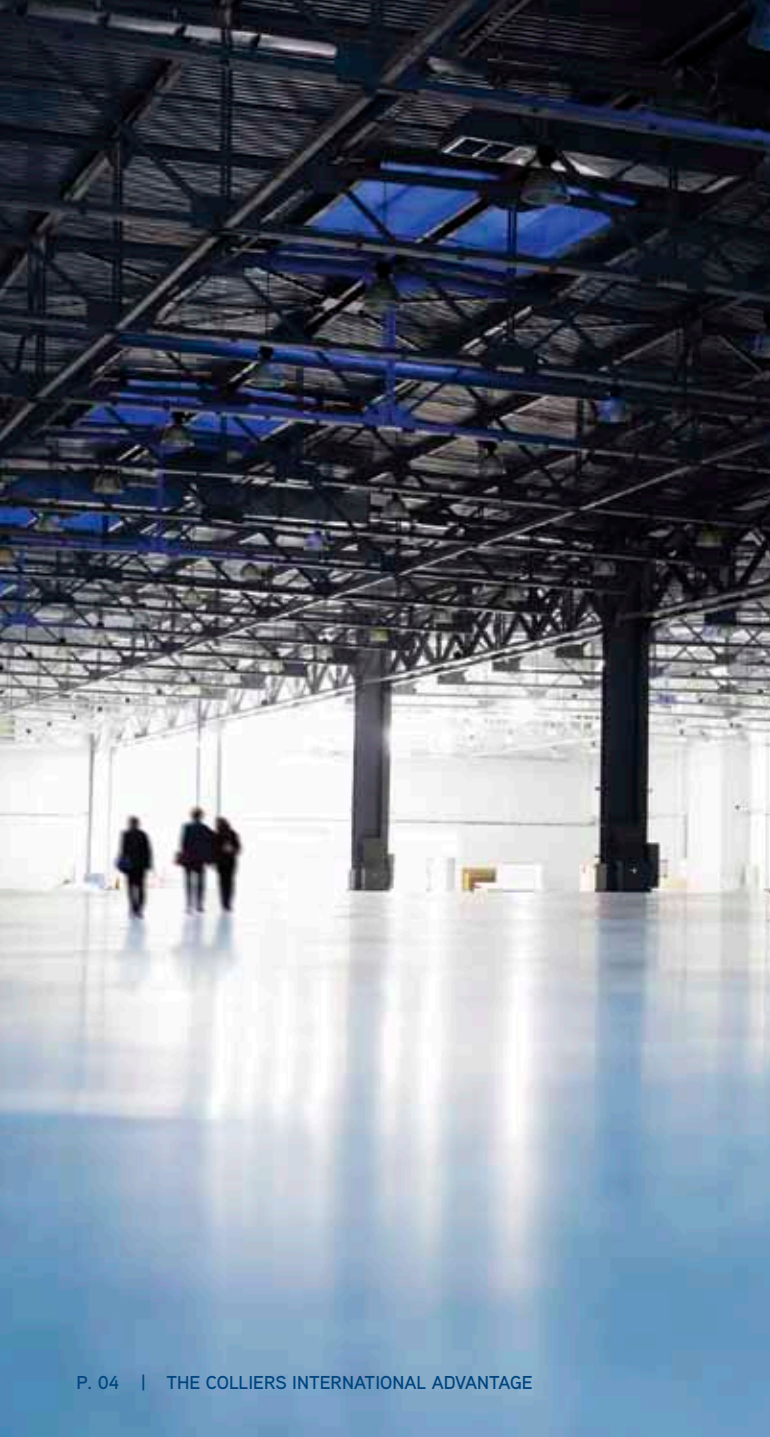
Our Services

COLLIERS INTERNATIONAL offers a comprehensive portfolio of real estate services to occupiers, owners and investors on a local, regional, national and international basis.

OUR SERVICES INCLUDE:

- TENANT REPRESENTATION
- LANDLORD REPRESENTATION
- REAL ESTATE MANAGEMENT
- INVESTMENT SERVICES
- VALUATION AND ADVISORY SERVICES
- MARKETING ADVISORY
- LEGAL ADVISORY

The foundation of our service is the strength and depth of our specialists. Our clients can depend on our ability to draw on years of direct experience in the local market. Our professionals know their communities and the industry inside and out. Whether you are a local firm or a global organization, we provide creative solutions for all your real estate needs.



Brokerage Sales & Leasing

A real estate lease or sale is often a landmark event for a company or a family —representing a new office, a new opportunity to generate business or a new home. We don't approach these landmarks simply as transactions; we see them as opportunities to further advance our clients' overall personal or business goals, whether it's their first time dealing with a property asset or the management of a large portfolio.

LANDLORD LEASING TEAMS

Our landlord leasing teams provide a clear overview of competing properties and market trends. Our systemized approach to analysis, marketing and communication ensures you'll never miss a prospect. Our leasing specialists help you:

- › Identify competitive advantages and opportunities for improvement;
- › Create a specific go-to-market strategy tailored to your business needs;
- › Apply best-in-class marketing tools to segmented targets and generate strong interest and feedback from prospects.

TENANT REPRESENTATION TEAMS

Our tenant representation teams are experts at crafting real estate strategies to suit your current and future needs. Our experts:

- > Guide stakeholders through the selection process;
- > Provide in-depth analysis of market conditions and trends to ensure the best possible lease/purchase choice is made;
- > Identify potential hurdles and top tenant mistakes to keep your relocation or renewal process on target with minimal disruption to your business and productivity.

SALES TEAMS

Our sales teams achieve the best price for your property through a system of broad market exposure to generate immediate investor interest. You will have direct access to:

- > Experts in valuation and property management to ensure your building is optimally positioned for sale;
- > Marketing technology tools that can enhance information security, reduce tenant disruption and create a competitive bidding environment;
- > Professional advice throughout the negotiating process to swiftly close at your optimal price.

In addition to the comprehensive services we provide to our office, industrial, retail, investment and residential clients, we also offer customized solutions for a wide range of niche industries.

WE RECOGNIZE that exceptional results require more than just transactional expertise. That's why we've built an integrated platform of complementary services to achieve your business goals. Our teams take into consideration your complete spectrum of requirements and connect you with strong, accountable specialists who can maximize the value of your property assets.

BROKERAGE SERVICES INCLUDE:

- RELOCATIONS & ACQUISITIONS
- BUILD-TO-SUIT
- LEASE RENEGOTIATIONS & RENEWALS
- DISPOSITIONS & SUBLEASES
- SPACE EXPANSION & CONSOLIDATION
- IN-DEPTH LOCATION ANALYSIS
- SUPPLIER/EMPLOYEE MAPPING
- LEASE & OPERATING COST AUDITS
- SUSTAINABLE BUILDING PRACTICES



Investment Services

Colliers International's elite team of investment sales specialists sees beyond the bricks and mortar to analyze how property acquisition, ownership and disposition can accelerate the success of your financial portfolio.

We work with national and global institutions and investors to identify, evaluate and select assets that best complement their portfolio, property performance, income goals, and risk profile. This often requires complex analysis and innovative thinking to provide a defensible, well-researched strategy for asset acquisition.

When the time is right for disposition, we provide a clear competitive analysis and transaction history of comparable assets to maximize the property's momentum in the market. Through our best-in-class marketing technology and our creative approach, we drive strong investor interest in properties. At the same time, we work with you to preserve confidentiality, minimize disruption to tenants and prevent surprises in the due diligence process.

Through our integrated platform, we offer owners debt placement, valuation and appraisal services, property assessment and management, and project management services to increase the asset's income stream and overall value.

Our proven system of investment sales takes into account each investor's unique priorities and weighted concerns for price, closure and risk. The outcome of our specialized approach is strategic development of the property's competitive profile, speed to market and careful negotiation to ensure a smooth closure and the investment return.

Valuation and Advisory Services

Never in the history of real estate has valuation taken a more pivotal role than in today's business climate. A true and defensible assessment of property value can mean the difference between reaching a critical goal—securing a loan, closing a sale, choosing the best asset—or failing to achieve it altogether.

The assessment of value is the cornerstone to any property related decision. Knowledge of current and potential future value is essential to achieving optimum returns from real estate assets. Colliers provides more than just a value, but a professional judgment on potential future values, locational attributes, planning and building allowances.

Our ability to provide a professional and accurate property valuation relies on a combination of the professionalism and specialized training of our valuers, compliance with the International Valuation Standards and RICS standards, and the high quality of available market data. Continuous market research programs give us an abundance of market knowledge and allow us to provide a high level of service.

The accuracy and preciseness of value estimates is ensured via the use of specialized valuations software. For clients' convenience all work files and reports are uploaded on a virtual data room.

We are experienced in the valuation of a wide range of property types across all of Southeast Europe. Every valuation made by Colliers International meets the highest international standard.

OUR REPORT production technology is unmatched in the industry. This secure, centralized production system moves appraisals through the pipeline quickly and allows us to generate peripheral reports and high-volume portfolio orders without delays. All appraisals are evaluated and approved by a central review team to ensure our clients receive clear, concise, timely and error-free appraisals.

OUR RESEARCH, VALUATION & CONSULTANCY SERVICES COVER THE FOLLOWING REAL ESTATE MARKET SEGMENTS:

- OFFICES & BUSINESS PARKS
- LOGISTICS & INDUSTRIAL PROPERTIES
- RETAIL DEVELOPMENTS
- SPECIAL USE PROPERTIES
- MULTI-FAMILY RESIDENTIAL COMPLEXES
- AGRICULTURAL LAND PORTFOLIOS
- HOTELS
- GAS STATIONS
- PORTS
- GOLF COURSES

Real Estate Management Services

Colliers International's approach to institutional asset and property management is unique in our industry. We have identified the subtle drivers that enable us to manage property at a higher standard and maximize asset value.

While most firms just quantify asset value on a balance sheet, we take into account factors such as tenant loyalty, the relationship and regular contact between managers and tenants, top tenant service requests and new opportunities for mutually beneficial tenant collaboration. These factors are proven to add asset value over time by reducing turnover and operational costs and improving a building's reputation in the market.

We empower our teams to create memorable tenant experiences that ultimately benefit the owner's and the building's bottom line. Our full-service team of professionals assigned to a client's property typically includes a property manager, a finance manager, an operational manager and marketing manager.

WHEN IT COMES to real estate management, we adhere to two key operating philosophies: putting our clients' interests first and providing value-added expertise. We take care to understand your ownership goals and short- and long-term plans for the property. Our team connects with specialists throughout our enterprise to build a management strategy to directly address your needs.

REAL ESTATE MANAGEMENT SERVICES INCLUDE:

- PROPERTY MANAGEMENT
- BUILDING OPERATIONS AND MAINTENANCE
- FACILITIES MANAGEMENT
- LEASE ADMINISTRATION
- PROPERTY ACCOUNTING AND FINANCIAL REPORTING
- CONTRACT MANAGEMENT AND LEASE ADMINISTRATION
- MARKETING AND LEASING

Research

Knowledge is a critical part of the service we offer our clients, and research is a key component of this knowledge. Our research teams work in partnership with our service professionals to provide clients with the market intelligence required to support practical business decisions and provide multi-level support across all property types, ranging from data collection to comprehensive market analysis.

Our expansive databases house detailed information on properties nationwide and globally, including historical supply, demand, and absorption data, as well as transaction comparables. From this data, our research analysts produce quarterly reports on products and market conditions in virtually every major market around the world. We combine this information with forward-thinking expertise to deliver more than what is readily available in terms of market data, including custom reports based on your specific needs. This approach helps you respond to current conditions and plan for the future.

Legal Advisory Services

We bring long-term benefits to clients, always securing their best interest, helping them take the necessary steps with the maximum level of comfort.

No matter whether a retail, office, industrial or residential project – operational or under development - our legal team will provide support in drawing up tenant relations agreements, and subsequently supporting the property management process. Colliers also offers legal services in various processes such as real estate acquisition and disposal, condominium ownership matters, planning documentation such as construction permits and licenses, legally binding agreements with subcontractors, financial institutions and partners, title and land registration, and insurance.

Property Marketing

Once you've entrusted us with your business, we go to work executing a detailed marketing strategy based on your targeted goals for the property. Our integrated approach to property marketing includes considering the entire go-to-market cycle: targeting the right audience, positioning the property, developing the creative materials and timing the sale or lease.

We offer a wide range of value-add products and services related to property marketing from the straightforward (signage, advertising, fliers) to the sophisticated (positioning campaigns, tours, websites). We pride ourselves on looking beyond the obvious to develop a unique, creative marketing strategy that speaks to the benefits of your specific asset and its value to the end user.

Real estate is a location business.
That's why we do business where you do business.



When you partner with Colliers professionals, you know you are getting the best local knowledge available, while gaining access to the same quality of local expertise nationally and in 480 markets around the world. Now that's global business at its finest.

Our clients

Since its founding Colliers has serviced the needs of many corporate clients representing the largest and most successful international and local companies in SEE region, including corporate occupiers, developers and investors.

ORGANIZATIONS THAT LOOK TO COLLIERS INTERNATIONAL TO ACCELERATE THEIR SUCCESS:

Act Logistics	Danaos	Mango	Sparkassen Immobilien AG
AFI Europe	Deloitte	Marinopoulos Group	Special Events Group
AgroEnergy	Douglas	McDonalds	Sprider
Aladin Ltd.	Esprit	New Century Holding	Technomarket
Alcatel-Lucent	European Trade Center	OPI	Tom Tailor
Alcom	Ficosota Syntez	Orange	Ubisoft
Alexandra Group	Gameloft	Orchid Developments Group Ltd.	VMWare
Andrews Fashion	Hewlett-Packard	Peek and Cloppenburg	Xerox
Assos Capital	Humanic	Pfizer	
Balkanstroy	Immorent	Philicon	
bERs	Inditex	Piccadilly	
Black Sea Property Fund	Kaven Orbico	Proekt Russe	
Bulgarian Property Development	Kenvelo	Porsche	
C3i	KFC	Radisson	
Call Point New Europe	Landmark Property Bulgaria	Raiffeisen Evolution	
Calliope	Lindner Immobilien	Samsung	
Carrefour	LS Property	Sephora	

