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INTRODUCTION

Coldwell Banker Real Estate International has researched the current demands being made within the Irish property industry and has licensed **Coldwell Banker Commercial Property Consultants (CBC)** as its first Euro zone commercial property agency designed to meet the specific challenges and opportunities that exist in the Irish commercial property market.

CBC bring to the Irish property industry a myriad of innovative services that it believes will become industry standard as clients look to reduce risk and maximise their returns.

Our professional services include brokerage services, development appraisal, valuations, asset management and recovery consultancy.

OUR INNOVATION : OUR SERVICES: YOUR REWARDS

CBC's Brokerage Services

WE provide all the brokerage services expected of a quality brand through **CBC** or our connected companies **Coldwell Banker Residential**, **Coldwell Banker Property Management**, **Coldwell Banker New Homes**, **Coldwell Banker Lettings** and **Coldwell Banker Financial Services**. When a client chooses **CBC** they are allowing their asset /portfolio to be connected to an extensive array of interconnected companies offering a diverse a diverse range of services affording them the best possibilities and the greatest results.



OUR FUNDAMENTAL PRINCIPAL IS :- **Client First**



Brokerage Services

Commercial Agency - Sales and Lettings

- Industrial
- Offices
- Investments
- Retail
- Sites/Development
- New Homes
- Residential

Professional Services

- **CBC's Professional Services** division provides specialised services to individuals, institutions, corporations and public bodies in:

Commercial Valuations

Compulsory Acquisitions

Rent Reviews

Landlord./Tenant

Rating Assessment Services

- We offer **Valuations** on all commercial property and development land, whether as general advice or for funding, accounting, taxation or legal purposes.
- We also have experience in advising on **Compulsory Purchase**, statements of claim and negotiating statutory compensation.
- We have an in depth knowledge of all commercial type leases and understand the commercial impact of these terms on **Rent Reviews**.
- We can advise on any issue in relation to **Landlord Tenant** disputes .
- We understand rating and are fully conversant with the rules and procedures involved in the rating process. **Our Ratings Assessment Service** includes Revisions and Appeals, Rates Liability and Vacancy Relief

CONSTRUCTION AND RESTRUCTURING SERVICES

As well as offering the brokerage services expected of a quality brand, **CBC** has developed a unique **construction and management service** that allows us to provide expert advice and hands on assistance in achieving the maximum value from any property or development. This may include new or additional planning options, managing the construction and fit out process, providing realistic costing and providing sales or lettings valuations.

Our experience in the property Industry covers a range of sectors including residential, commercial, hospitality, healthcare and infrastructural development. This expertise includes:-

- **Development Appraisals**
- **Development Plan Appraisals**
- **Design and Build Options**
- **Planning Consultancy**
- **Value Engineering**
- **Management of the Construction Process on site**
- **Managing the Professional Team**
- **Safety Management**
- **Financial Management**
- **Marketing and Sales**
- **Legal Frameworks**
- **Managements Companies**
- **Tendering & Procurement**
- **Construction Management**
- **Property Receiver**

Project Management

Management of the Pre-Planning Process, Design Development and Project Management Services:

Project Management is an essential aspect of any development. All projects regardless of size require a degree of planning, design, organisation, programming and co-ordination of activities. The larger the project the more complex and technical each of these disciplines becomes. **CBC** is experienced in each of these roles.

CBC can manage the design development process. Bringing together client's ideas and requirements onto paper with all interested parties and producing a final set of drawings ready for the Tender process.

CBC can review the specific requirements for client projects and prepare a design brief.

CBC can manage the design development process in consultation with clients bringing the project closer to realisation in a timely and cost effective manner.

Value Engineering is a systematic process of reviewing each of the elements that make up the entire of a project with the purpose of either reducing the cost of an element or improving its function. **CBC** can review development proposals in depth before the tender process begins and evaluate alternative methods or designs which will seek to either improve the functionality of the element or reduce its cost. Value Engineering does not diminish the basic functions or the performance specification of an element.

Feasibility Studies Property Development is a risk driven business. Returns can be high but are off-set by the risks involved. This is due to the complex array of components involved in the development of land, ranging from land zoning, Part V requirements, densities, financing, tax, marketing, economics, design, infrastructure and construction methods. Understanding each of these complex areas and making considered decisions on each element provides our clients with all the relevant information required in order to make the most important decision of all – To proceed or not?

CBC can provide this understanding and provide the model with which to start a project.

Procurement & Commercial Management

Appointment of the Professional Team:

CBC can provide full procurement services for each professional required ensuring client will get the highest level of service within the project budget.

Appointment of Contractors:

Upon completion of the detailed design of a project **CBC** can manage the Construction Procurement and tendering process.

Procurement of Development Land:

CBC can provide advice on development land purchases. This can include preparing feasibility studies, land value calculations, review of maps, leases & covenants, establishing site boundaries, investigating planning restrictions, and reviewing local area plans.

Commercial Process:

- Review and evaluate Management Company requirements.
- Propose marketing strategies.

- Manage the sales process
- Liaise with legal teams and manage the closing process.

- Liaise with the company accountants regarding revenue returns, company accounts, corporate compliance, etc. Value Engineering Studies:

Many new multi-unit developments whether they are residential or commercial are required by the Planning Conditions to set up a management company for the purposes of managing the development upon completion. **CBC** has extensive experience in the setting up, management and administration of management companies.

Property Receiver Services



Property Receiver

Our Fixed Charge Receiver Team can cover all the legal aspects of receiverships, taxation, property management and disposals.

As Property Receivers, our focus is on maximising asset value and returns for both the lender and the borrower.

1. Secure

Secure the asset and any rental income.
Resolve health & safety issues.
Arrange insurance cover.

2. Review

Review title and security.
Review property condition.
Review taxation position.

3. Plan

Review and cost the options available.

4. Exit

Implement most advantageous plan.

- **Property Management**
Budgeting, leasing, rent collection, costing, managing vendors, maintenance, tenant management, insurance and finance options.
- **Asset Management**
Mitigate risk, strategic planning, budgeting, projections, sales versus hold analysis, construction management.
- **Asset Disposal**
Disposal strategy, possibly repositioning, marketing and sales.

Our Team - Professional Services

NICK HUGHES BCL

CEO of Coldwell Banker Ireland and Solicitor has 25 years experience in all aspects of property development, management, sales and legal issues.

GREG FARRELL BSC.Surv. Dip. Con. Econ, CTD

A qualified quantity surveyor and former Building Director of Albany Homes and Director of Unicorn Homes Ltd .

GARETH ROCHE BSC.Surv. Dip. Con. Econ, CTD

Qualified surveyor and former site engineer with John Paul Construction, Senior Quantity Surveyor with McInerney Construction and Director of Empire Homes Ltd.

ADRIAN POWER - KELLY FRICS, FSCSI, ACI. Arb, MIPFMA.

Adrian has over 35 years experience in all aspects of commercial property consultancy including commercial agency, rent reviews, lease renewals, valuations, appraisals, compulsory purchase, rating and property management consultancy. Adrian is a past chairman of the General Practice Division of the Society of Chartered Surveyors Ireland and has been regularly involved in lecturing final year students.

STEPHEN KEOGH RICS , RICS, BSc Estate Management. Diploma Property Valuations & Management

Professional background is in the area of Property Valuation & Management and has over 15 years experience of the Irish property industry. He is also an Incorporate Member of the Chartered Institute of Building, (ICIOB), Certified Insurance Practitioner (CIP) and member of the Irish Insurance Institute.

ELIO LODOLA QFA. Member PIBA, Member IOD

Financial Services. Founder of ES Mortgage and Financial Services

Our Team - Brokerage Services

OFFICE & RETAIL

GARY NEILSON

Managing Director of Coldwell Banker Estates has 10 years experience in the commercial and New Homes market

DONAL O'DONOGHUE RICS, BSc Estate Management. Diploma Property Valuations & Management,
Over 20 years as a practicing property professional and former development manager with Treasury Holdings.

INDUSTRIAL

RODNEY ELLIOTT

10 years experience in commercial property sales and lettings specialising in industrial units

NEW HOMES and RESIDENTIAL

ANDREW QUIRKE

 RICS

22 years of experience. Prior to joining Coldwell Banker, Andrew was a Senior Sales Negotiator with Savills and DNG.

MICHAEL CHRISTIE

Managing Director of Coldwell Banker Wexford

LORRAINE KEOGH

7 years experience as a sales and lettings negotiator

ELAINE SPILLANE

18 years experience in residential sales and lettings

Sample Client Base

We presently provide or have provided services to the following companies:

Receivers

Martin Ferris & Associates – Grant Thornton - Farrell Grant Sparks - KPMG Restructuring - Liberty Asset Management

Financial & Insurance

Ulster Bank – Bank of Ireland – AIB - Irish Nationwide Building Society - Friends First - AXA Insurance

Developers

Maplewood Elliott JV - Kelland Homes – Rhatigans – Cosgraves - P Elliott & Co - By Mac Developments - Rohan Holdings
Dorville Homes – Ballymore - Treasury Holdings - Cleary Doyle - Melview Properties - McGarrell Reilly and Harcourt
Developments – Empire Homes

Pearse Homes - Glenkerrin Homes – Flemings - Landmark Developments - Costello Construction - Zoe Developments
Group and Finn Arc Construction

Hoteliers

O Callaghan Hotels

About Coldwell Banker Commercial International

The **Coldwell Banker Commercial** organisation is a worldwide leader in the commercial real estate industry and part of the oldest international real estate With a collaborative network of independently owned and operated affiliates. **Coldwell Banker Commercial** comprises over 220 estate agency firms and more than 3,400 professionals internationally. In fact, **Coldwell Banker Commercial** possesses the largest geographic footprint in today's commercial property marketplace.

World Headquarters:

1 Campus Drive

Parsippany, New Jersey 07054

(800) 222-2162

www.cbcworldwide.com

www.realogy.com

Locations:

The **Coldwell Banker Commercial** organization has a presence in 23 countries and territories around the world:

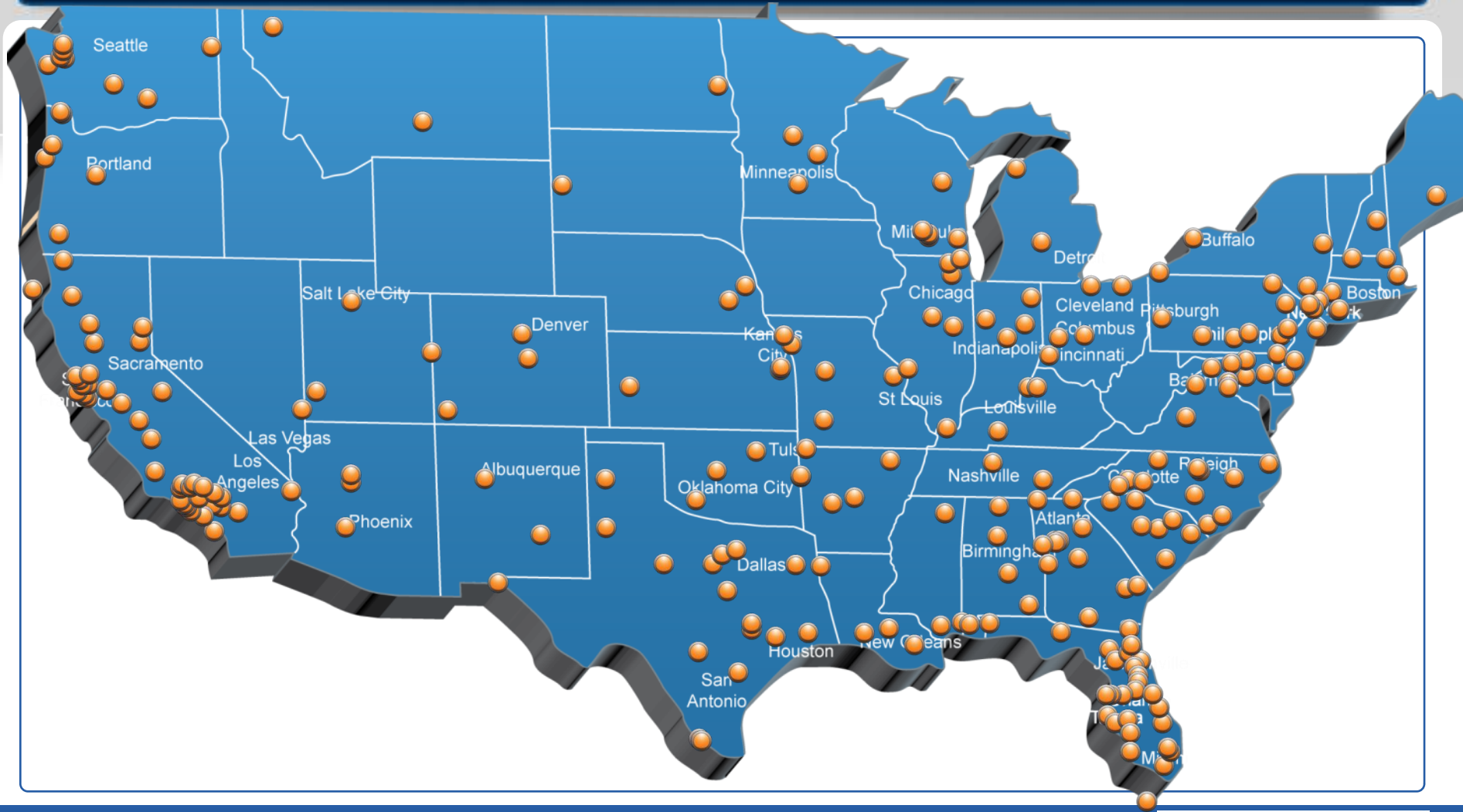
Aruba Australia Bahamas Bermuda Canada China Costa Rica Czech Republic Egypt Indonesia Ireland Japan Lebanon

Mexico Panama Puerto Rico

Romania Singapore South Korea Turkey Venezuela United Arab Emirates United States

**** This does not include **Coldwell Banker Residential** with 4,000 offices across 60 countries*

Coldwell Banker Commercial - US Locations



Coldwell Banker Commercial International Footprint



Coldwell Banker Commercial – At a Glance

CBC

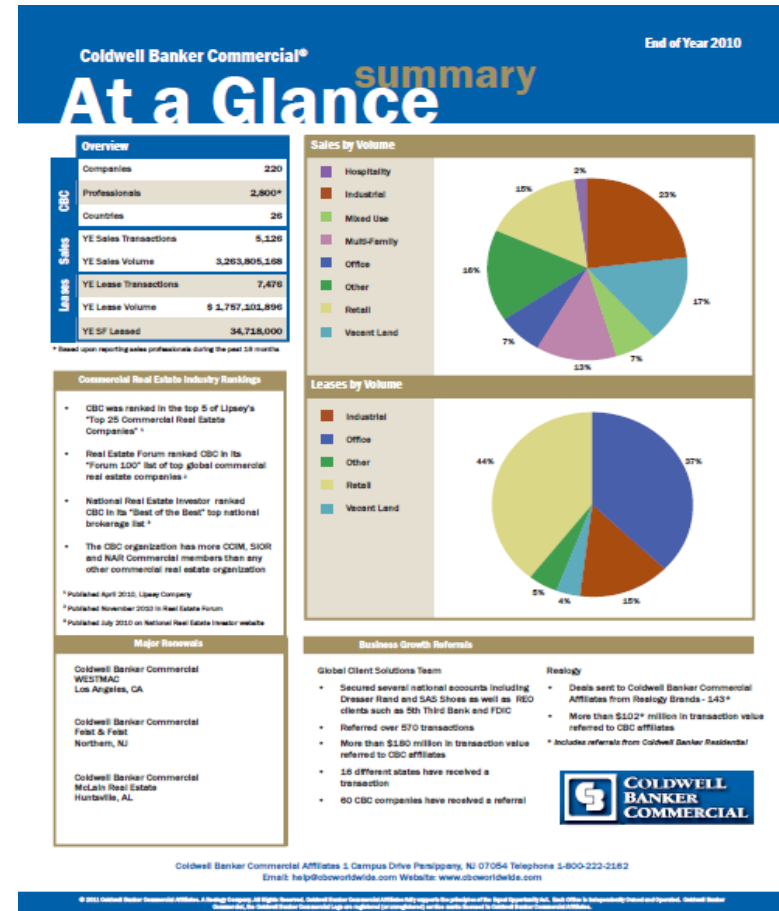
- 220 Companies
- 2600 professionals
- 26 Countries

Sales

- 6126 Sales Transactions
- \$3,362,000,000 Sales Values

Leases

- 7470 Lease Transactions
- \$1,757,000,000 Lease Values



Sample Coldwell Banker Commercial Client List



Summary

- Full Brokerage Services in Property Valuations, Sales and Lettings
- Expanded Services to meet specific needs of large scale projects
- Property Evaluation
- Project Management
- Construction Services
- Property Management
- Property Receiver
- From Green Field Site to Completing Unfinished Developments
- Global Affiliate Status allowing for Greater Listings Exposure
- Access to Major International Markets

Client 1st
Coldwell Banker Commercial