

# CAPITAL MARKETS



PART OF THE CBRE AFFILIATE NETWORK





## COMPANY PROFILE

MBL is an affiliate of CB Richard Ellis (CBRE), the global leader in commercial real estate services. MBL|CBRE provides a comprehensive range of real estate agency and advisory solutions to a diverse set of local and international clients.

## CAPITAL MARKETS TEAM

MBL|CBRE Capital Markets team is a trusted advisor to developers, investors, property owners and occupiers, banks and other financial institutions. We provide our clients with strategic advice and execution in the acquisition and disposal of office, retail and industrial properties, as well as debt and equity sourcing, due diligence and deal structuring. Our transaction services include:

## TRANSACTION SERVICES

- Acquisitions and disposals
- Single asset sale leaseback transactions
- Portfolio sale leaseback transactions
- Strategic positioning
- Financial analysis and due diligence support
  - » NOI audit
  - » Review and optimization of operating expenses
  - » Review of lease agreements
  - » Review of CAPEX
- JV establishment and M&A
- Built-to-suit transactions
- Excess property disposals
- Debt and equity raising
- Lender/Borrower workouts

Our expertise will help you acquire, manage, lease, finance or dispose of single assets or portfolios of investment properties.

## LOAN AND CORPORATE RECOVERY SERVICES

In a challenged economy when investors and owners are often faced with underperforming assets, our Capital Markets Team is specialised to address the workout, restructuring and recovery of distressed commercial real estate loans and assets.

As an alternative to conventional financing, we provide our clients with strategic advice and execution in single asset/portfolio sale leaseback transactions.

### Our services aim at:

- Improving covenant strength of the company
- Reducing occupancy costs
- Raising capital for the core business lines
- Creating exit strategies for specific assets
- Tapping alternative financing sources
- Combination of the above

## ADVISORY AND FINANCIAL SERVICES

Regardless of the stage of development of your business, we can always provide the best advice to achieve your goals. Each client receives a custom-tailored solution that will fit their specific needs. The reporting requirements of our clients range from a simple schedule of values to full reports on complex properties within a diverse portfolio.

### Our services include:

- Market research and analysis
- Valuation reports of single assets and portfolios of assets for the purposes of:
  - » Regular quarterly and annual financial reports
  - » Acquisitions and disposals
  - » Shareholder reporting
  - » Debt financing
- Due diligence
- Development Consultancy
  - » Feasibility studies
  - » Catchment area analysis and estimation of turnover potential for retail schemes
  - » Concept consultancy
  - » Land use analysis and strategy
  - » Asset redevelopment and repositioning
- Lease and financial analysis
- Debt and equity funding



Being part of the CB Richard Ellis network, we provide our clients the power of tens of thousands of local professionals, with intimate knowledge of every market in the world, supported by the broadest spectrum of global intelligence, relationships and experience.



# FOR A BETTER VIEW OF REAL ESTATE

## Capital Markets

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