

The Savills logo is displayed in a red, lowercase, sans-serif font within a yellow rectangular box.

# US STRATEGIC ADVISORY GROUP

**Savills' US Strategic Advisory Group** is part of an international team addressing the demand for services arising from the distress in the US real estate markets.

The **US Strategic Advisory Group** has significant depth of experience and a track record extending more than 25 years, including more than \$20 billion of distressed real estate transactions covering several market cycles. Savills is ideally equipped to help clients achieve successful outcomes for their exposure to direct and indirect real estate assets in today's market.

## LIST OF SERVICES PROVIDED:

### ■ NOTES SALES / ACQUISITIONS

- Performing Note Sales
- Sub-Performing Note Sales
- Non-Performing Note Sales
- Debt & Equity Financing of Note Acquisitions

### ■ PORTFOLIO AND ASSET SALES

- Distressed Portfolio Sales
- Pre-foreclosure Asset Sales
- Cooperative Sales for Lenders & Borrowers
- Sale of REO for Lenders & Special Servicers

### ■ RECAPITALIZATIONS & EQUITY PLACEMENT

- Corporate Level Equity and Debt Raises
- Raising "Gap" Equity
- Identifying Programmatic Joint Venture Investors
- Sales of Partial Interests and Preferred Equity
- International Equity Placement for Debt & Equity Funds

### ■ RESTRUCTURING, WORKOUT AND BANKRUPTCY ADVISORY SERVICES

- Pre-foreclosure Lender Advisory
- Pre-Default Advisory for Borrowers
- Valuation, Structuring and Strategic Planning
- Distressed Note/Property/Company Acquisition Advisor
- Chapter 11 Creditor and Debtor Real Estate Advisory

Clients of the **US Strategic Advisory Group** have access to the full global resources of Savills. The Group regularly works with professionals in each of Savills' other practice areas providing clients with expertise in the following property areas:

- Office
- Medical Office Buildings
- Retail
- Senior Living
- Multifamily
- Gaming
- Hospitality
- Time Share
- Industrial
- Marinas





● SAVILLS LOCATIONS

## SAVILLS GLOBAL OVERVIEW

- Founded in London in 1855, Savills plc is a full-service, real estate firm.
- The company is listed on the FTSE 250 and is comprised of seven subsidiaries whose businesses cover the Commercial, Capital Markets, Private Finance and Residential sectors.
- With over 200 offices and over 20,000 employees throughout the world, Savills is the third largest global real estate advisory firm.
- In addition to its US operations, Savills has a market-leading presence in Europe, Asia and the Middle East and continues its expansion through internal and external growth.
- With its deep relationships among the institutional account base, opportunity funds and high net worth individuals, Savills offers direct access to investors in a wide range of global markets.



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## SAVILLS LLC (NORTH AMERICA)

- Granite Partners was formed in 1996 in New York City. Savills plc acquired Granite Partners in 2007 and formed Savills LLC.
- Savills LLC's offices are located in Manhattan and Mexico City.
- The firm focuses on investment sales, note sales, restructuring, debt and equity placement and strategic advisory work across the full range of property sectors.
- Savills LLC is fully integrated into the world-wide activities of Savills plc and offers the broadest industry reach into the capital and property markets in the US, Europe, Asia and the Middle East.
- Savills LLC's professionals have diverse real estate backgrounds and have executed in excess of \$100 billion of real estate transactions, encompassing the complete spectrum of property types, financial structures and investments banking assignments.
- The company's Investment Banking, non-commission compensation structure promotes team cooperation and firm-wide responsiveness.

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