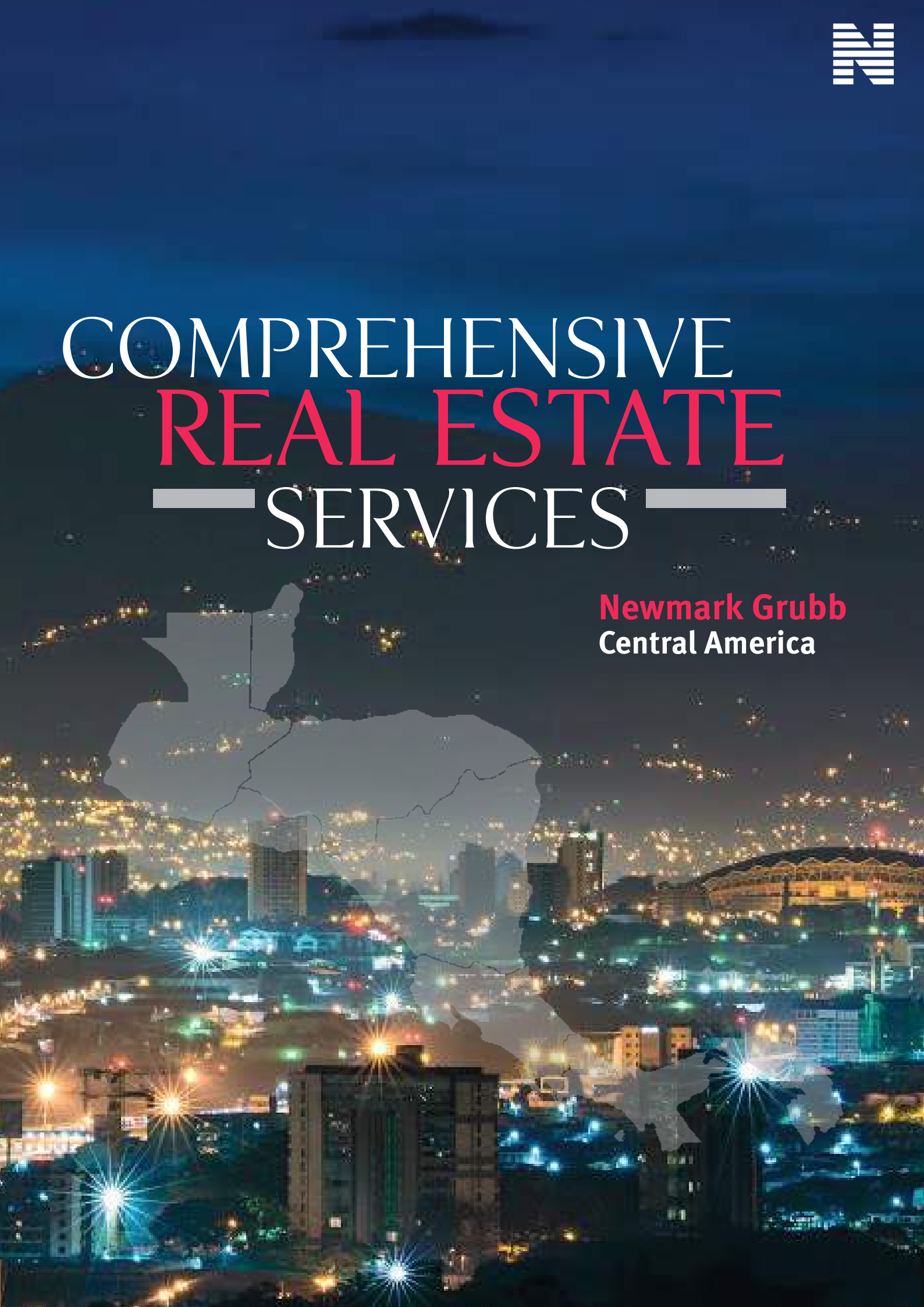




COMPREHENSIVE REAL ESTATE — SERVICES —

Newmark Grubb
Central America



LOCAL EXPERTISE, GLOBAL PRESENCE



**Newmark Grubb
Central America**



**Newmark Grubb
Knight Frank**



**14 years
of experience
in Central America**



**More than
400 offices
globally**



**12 professional
consultants**



**12.8 thousand
employees**



6 countries



**6 continents
49 countries**



**5 languages
to serve
our clients**



**\$1.88 billion
in global
revenue**



**More than 10
types of services**



**1929 year
of foundation**

Who We Are

Newmark Grubb Central America was founded by the partnership of the most preeminent real estate services company in Central America, and Newmark Grubb Knight Frank, the world's largest commercial real estate services organization.

Headquartered in San José, Costa Rica Newmark Grubb Central America is comprised of a highly qualified multilingual team of consultants (speaking Spanish, English, French, Portuguese and Italian) with extensive and comprehensive expertise in all real estate sectors.

Together, we bring years of experience offering the only full service commercial real estate services and consultancy in Central America, covering from Guatemala to Panama.

A Higher Standard

We go beyond just being a real estate consulting group. Our experience has taught us not to focus only on the current status of the business, but also on the creation of long-term customer relationships, attending the needs and expectations of every client in order to best meet their requirements.

With a significant track record working as consultants in noteworthy assignments in office, industrial, retail, multifamily/residential, hotel & resort markets, we also have managed million of square meters of land, and residential and commercial real estate.

WE FOCUS
ON LONG-TERM CUSTOMER
RELATIONSHIPS
AND INTEGRATED SERVICES.



INTEGRATED SERVICES

Newmark Grubb Central America provides a fully integrated and comprehensive platform of services for our clients – *whether corporate or institutional, multinational or local* – developing real estate strategies that enhance and support their business objectives.

We provide a single-source solution for every phase of occupying or owning a property, from strategic planning, site selection, design, construction and initial occupancy to ongoing cost-effective operations and dispositions.

Taking a consultative approach, **we go beyond your average real estate firm** and provide market analysis, asset/property/portfolio management, valuations and advisory, corporate solutions, project management and other value added services.

Leveraging our global reach, we assist corporations, investors and owners in effectively managing real estate operations and portfolios, creating and executing long and short-term strategic plans that deliver reduced occupancy costs, increased efficiency and, ultimately, maximized value.



OUR SERVICES

Brokerage Services

Our professionals focus on getting to know their clients in depth and understand their strategy, requirements and financial objectives. In addition, we know the most important specifications of the properties we manage and the market dynamics in several sectors.

Trust us for your transactions in the fields of:

- *Retail*
- *Industrial*
- *Office*
- *Hotels and Resorts*
- *Residential*
- *Land*

Market Analysis

We measure markets and their geo-demographic composition to obtain qualitative and quantitative data, personalized for each client's needs. Among our main market studies, we offer complete analysis on:

- *Real Estate development*
- *Retail (prime locations)*
- *Feasibility*
- *Market projections*
- *Supply, demand and trends*
- *High and Best Use*
- *Competitive Analysis*
- *Demographics*

Valuation

Our company professionals know their markets. We mix that knowledge and skills with historical data that the firm has collected over 14 years and thus provide the best recommendation for the purchase or sale of assets.

We know that when a customer receives approval to assess an asset or an entire portfolio, time is money. For this reason, our emphasis is speed, efficiency and effectiveness when we deliver our recommendations. We also offer valuation with international standards (MAI and USPAP).

Project Management

Newmark Grubb Central America is able to offer these services for any building project and in different cases like a multinational company wishing to settle in Central America, a firm with the need to solve a problem or limitation or a plan for capital investment idle at the best time.

Newmark Grubb Central America successfully coordinates the overall process of managing our clients' venture requirements in order to meet their goals and improve performance.

We act as facilitators, making sure that all the components of the project are working together correctly, so that we can guarantee the specified timelines, quality of work and budget

A FULL RANGE OF
INTEGRATED SERVICES
DESIGNED TO OPTIMALLY
MEET THE CHANGING
NEEDS OF OUR CLIENTS.

OUR SERVICES

Consulting

Our consulting services help our customers optimize assets and reduce risks in the process of entering the global market, through the use of relevant talent and functional savings.

Also, as your trusted advisor, we work strategically with other support functions such as:

- *Marketing and sales:* Thanks to a specialized team we can advise our clients on the best ways to expand their sales through outstanding marketing.
- *Financial analysis:* Our Company has a team of experts ready to give technical and legal advice on any financial procedure, according to the market situation on that specific moment.
- *Logistics, engineering and architecture:* We work with civil and mechanical engineers, surveyors and architects who can develop and design projects according to customer expectations.
- *Due diligence:* We guide our customers through technical, environmental and legal procedures.

Financial and Investment Services

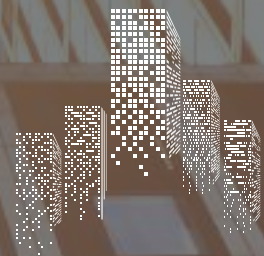
Newmark Grubb Central America works with institutions and private investors seeking to maximize their real estate position and portfolio strategy.

Newmark Grubb Knight Frank firms complete more than \$10 billion in investment sales annually in properties ranging from portfolios of owned real estate and non-performing loans, to single-tenant net leases, multi-family properties, hotels, industrial parks and corporate headquarters.

Newmark Grubb Central America maintains ongoing relationships with buyers of investment and development properties, and continually tracks buyer activity along product type, value range and geographic area.

Our services include:

- *Structured Financing*
- *Research*
- *Due Diligence*
- *Business Plans*
- *Financial Valuations*
- *Mergers and Acquisitions*
- *Portfolio evaluation*



OUR SERVICES

Value Added Services

At Newmark Grubb Central America we focus on long-term relationships with our customers and that's why we assist them in their different needs in order to achieve the best results and business.

We offer a service platform and complementary solutions thanks to our alliance with third parties specialized on:

- *Executive relocation*
- *Supply chain solutions*
- *"Build to Suit" developments*
- *Insurance*
- *Assets sales by sealed bid*
- *Environmental studies*
- *Legal Studies*

Corporate Services

This approach is both client-driven and results-oriented, and harnesses the power of technology to track transaction progress and portfolio performance.

Our corporate services team is supported by 5,000 professionals in locally owned and operated offices worldwide, assuring Newmark Grubb clients are served by members deeply rooted in and knowledgeable about their markets.

Every corporate client faces a unique set of business and real estate challenges. That is why through Newmark Grubb we make it our business to understand every aspect of your needs and expectations, current and future. Clients have a primary point of contact - a senior corporate services executive (CSE) - who leverages all our enterprise resources wherever a client needs them around the world.

SOME OF OUR REGIONAL CLIENTS

- RIU Hotels
- Cuestamoras Group
- Promerica Bank
- Bticino
- BAC San Jose / Credomatic
- Citibank
- Scotiabank
- Mercado de Valores
- Subway
- Dolphin Capital
- Phoenix Tower International
- Colon Group/ Viajes Colon
- Campo Lago
- Pragma Legal
- Kapital Group
- Prival Bank
- Grupo Vargas Matamoros
- Constructora Sicsa
- La Oliva Verde
- Garnier & Garnier
- Grupo Roble
- Big Cola
- Mitsubishi Motors / Veinsa
- Condal Group
- Azafran Restaurants
- Circuito S.A./TYCO
- WNS
- BCR
- Anixter
- FH Legal
- Juan Valdez
- Burger King
- KFC
- QSR International)
- Cummins
- Booking.com
- Cognitiva
- RC Inmobiliaria
- Aldesa
- Grupo Coyoil
- Habitazul (Parque Valle del Sol)
- Walmart
- Grupo Monge
- Universidad Castro Carazo/ULACIT
- Constructora Brenes&Salas
- Nexo Desarrollos
- Yorkville Advisors
- NOVARTIS
- Fragomen
- H.Solis
- Kirebe
- Esfera Legal/Helstock
- Sykes
- Ekono
- Protecto
- Pizza Hut
- Yogurtberry's
- Bayer
- Sealing Agents Waterproofing



WE ACT
AS THE SINGLE POINT
OF CONTACT FOR OUR CLIENTS,
REGARDLESS OF LOCATION

SOME OF OUR GLOBAL CLIENTS

Advertising, Public Relations and Marketing

- aQuantive, Inc.
- Deutsch, Inc.
- McCann Worldgroup
- McGarrybowen
- mullen
- MWW Group, Inc.

Not-for-Profit and Education

- Columbia University
- Cornell University
- DeVry University
- New York University
- Pace University
- United Nations Foundation

Fashion and Apparel

- Barneys New York
- Billabong
- Bloomingdale's, Inc.
- Levi Strauss & Co
- Liz Claiborne, Inc.
- Steve Madden Ltd.

Financial Services

- Capital One
- Citigroup Inc.
- Eton Park Capital Management, L.P.

Law Firms

- Cahill Gordon & Reindel LLP
- Fisher & Phillips LLP
- Lewis Brisbois Bisgaard & Smith
- Nixon Peabody International LLP
- Paul, Weiss, Rifkind, Wharton, & Garrison LLP
- Pepper Hamilton LLP
- Ropes & Gray LLP
- Squire Sanders
- Venable LLP
- Weil, Gotshal & Manges LLP

Media, Communications and Entertainment

- Bloomberg L.P.
- CBS Corporation
- Getty Images, Inc.
- Home Box Office, Inc.
- Marvel Enterprises, Inc.
- Primedia Inc.
- SFX Entertainment Inc.

Real Estate

- Broadway Partners Fund Manager, LLC
- Mitsui Fudosan America, Inc.
- Paramount Group, Inc.
- Rockrose Development Corp.
- SL Green Realty Corp.

Retail and Food Services

- Best Buy
- Chipotle Mexican Grill, Inc.
- Crumbs Bakeshop, Inc.
- CVS Caremark
- Five Guys, Inc.
- McDonald's
- Nestlé Nutrition

Technology and Telecommunications

- Adobe Systems Incorporated
- AT&T
- facebook
- Huawei Technologies Co., Ltd.
- McAfee, Inc.
- Motorola Inc.
- Nuance Communications, Inc.
- Oracle Corporation
- Panasonic Corporation of North America
- SafeNet, Inc.
- SunGard
- Telx
- Verizon Communications Inc.
- WebMD, LLC



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