

The Colliers logo is located in the top right corner. It consists of the word "Colliers" in a white serif font, positioned above a horizontal bar with a yellow top section and a red bottom section. The entire logo is enclosed in a white rounded rectangular border.

Colliers

COLLIERS THAILAND

COMPANY PROFILE

2022

Prepared by: Colliers Thailand

Accelerating success.





Who are Colliers Thailand?

Local Experts with Global Reach

“Our many clients in Thailand and beyond trust Colliers experts to devise and implement solutions that increase returns on property assets or maximize efficiency.” – Edward Corcoran, CEO

At a Glance

Global View

Colliers is a leading diversified professional services and investment management company. With operations in 62 countries, our 17,000 enterprising professionals work collaboratively to provide expert real estate and investment advice to clients.

\$4.1B

Annualised
Revenue

2B

Sf managed

\$53,000

Lease/sale
transactions

\$51B

Assets Under
Management

62

Countries

17,000+

Employees

At a Glance Asia View



India

China

Hong Kong

Japan

Korea

Thailand

Taiwan

Vietnam

Singapore

Philippines

Myanmar

Indonesia

Pakistan

Kazakhstan

COLLIERS THAILAND

Established

2007

50

Employees

>700

Lease/sale transactions

4.6_m

Square meters transacted

> THB 12.8_B

Total transaction value



- Independent commercial real estate advice and solutions with a **proven track record**
- Knowledge: **In-depth understanding** of all sectors of the local market
- **Multi-disciplined team** from various backgrounds that can bring in developers, consultants and buyers
- **Large network** of Thai and foreign investors

Our Services

Capital Markets & Investment Services

We can attract international investors and partners to Thai real estate. We sell land and income producing assets through our extensive reach and connections to achieve outstanding results

Research Services

We cover all sectors and have extensive market data store to provide an in-depth view of preferred segments of the Thai market

Industrial Services

We can provide an extensive range of warehouse, industrial, logistics and datacenter options for lessees and buyers and market local facilities in Thailand and globally.

Valuation Services

We have a highly experienced and well-respected team able to value and appraise all types of real estate holdings

Office and Retail Services

We provide a tenant led service providing occupiers in Bangkok with expert and seamless strategy, lease renewal, relocation services to secure the most suitable accommodation at the best rate

Advisory Services

We provide in-depth market knowledge and all aspects of feasibility studies to unlock the potential of all types of real estate holdings

Residential sale and leasing services

we are always well-equipped to provide professional consultation to determine the most competitive and strategic pricing for home buyers and sellers. With our strong and widespread domestic and foreign network we are committed to quick rental services to our home owners and investors.



CAPITAL MARKETS

Our Capital Markets and Investment Services investment professionals leverage our combined cross-border transaction expertise and extensive network of relationships to identify, advise and execute acquisitions and disposals of prime real estate opportunities

- A wide range of asset classes, including offices, retail, industrial, residential and hospitality investment properties
- **Identify and evaluate assets** that best complement our clients' existing portfolio, property performance requirements, income returns, and risk profile
- **Perform complex analysis and innovative thinking** to provide a defensible, well-researched strategy for asset acquisition
- **Provide sound market-based advice** for both pricing expectations and a customized marketing strategy
- **Ensure seamless execution and maximum profit** via our professional networks, execution expertise and experience across markets



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OUR CLIENTS TRACK RECORD

CAPITAL MARKETS & INVESTMENT SERVICES

- **Raimon Land – One City Centre**
Colliers introduced a joint venture partner, Mitsubishi Estates, to co investment into One City Centre
- **JC Kevin Office Tower**
41,000 sqm Office building, over 20 floors situated in Sathorn Successfully sold building to Sathorn Prime Properties. Buyer to reposition building to brand new office accommodation
- **Japanese Embassy Sale**
10-rai of land on Asoke-Petchburi intersection “Sole Agent” for successful sale by formal tender sale process sold to Singha Estate, to develop Singha Complex
- **The Stock Exchange of Thailand**
Ratchadapisek Road, Rama IV Road, Bangkok sale of unexpired leasehold interest to highest bidder



OFFICE AND RETAIL SERVICES

Office leasing assignments are conducted through a proven process, where we apply our people and resources to translate office space and facility requirements into defined strategies. We undertake leasing assignments by combining our know-how of the market with the support of proprietary databases, financial tools, site selection mapping and move management techniques to deliver the most efficient and effective tactical implementation for our clients.

- **Tenant site searching, negotiation and transaction management** for relocation or new leasing of office accommodation
- Tenant representation for lease **renewal Vs relocation**
- **Leasing** or **sale** of office accommodation
- **Work Place Strategy** studies to help business assess and plan for their accommodation needs.



Manita Santikarn | Associate Director

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“Our dedicated team of office space professionals has intimate knowledge of the Bangkok office market. We have successfully supported many local and multinational clients to achieve the best and optimal outcome from their office space strategies in Thailand.

Contact us today to find out how we can help you”

OUR CLIENTS

TRACK RECORD

OFFICE SERVICES

- **Agoda**
The office 1st at Central World & All Season Place Relocation & Renewal, Size 6,500 sqm
- **Nestle**
The office 1st at Central World Renewal size 12,000 sqm
- **SCB Life insurance**
All Season Place Relocation size 6,500 sqm
- **Nokia**
Metropolis Relocation& Renewal size 2,000 sqm
- **Damco**
Empire Tower size 2,000 sqm
- **Singapore Airlines**
Sathorn Square size 1,500 sqm



Central World Tower



Metropolis Tower



All Season Place



INDUSTRIAL SERVICES

As one of the leading industrial teams in Thailand, Colliers International is positioned to partner our clients to provide the knowledge essential for making quality decisions. We offer our market knowledge and expertise in the areas of government regulations, global industrial standards and other operational practices.

- **Strategic consultancy** on industrial requirements
- Formulate and implement **tenant retention strategies** and programs
- **Site finding, purchasing** and **leasing** of industrial land and facilities
- **Industrial, warehouse, distribution centers, logistics** and **datacenters**
- **Build to suit** site finding
- Lease agreement **negotiation** and **restructuring**
- Transact **Investment sales** and **sale & leasebacks**



Sorravich Siriwattanapornchai | Associate Director

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“Our team provides a comprehensive range of services for to the sale, purchase and leasing of industrial premises, factories, warehouses and distribution centers and datacenters.

We are committed to delivering the highest level of service, advice and strategic solutions to our clients, we have developed excellent relationships with both industrial landlords and tenants over the years. making informed and accurate decisions.

Contact us today to find out how we can help you”

OUR CLIENTS TRACK RECORD

INDUSTRIAL SERVICES

- **Century Logistics Rojana Industrial Park**
Area: 38,768 sq.m. Deal size: 320 Million THB
- **Jacobs Douwe Egberts Navanakorn IE**
Area: 6-2-81.5 Rai Deal size : 69 MB Freehold
- **Nestle (Thai) Navanakorn IE**
Area: 5-3-30 Rai Deal size : 65 MB Freehold
- **Unilever Ayutthaya**
Area: 19,000 s.qm. Deal size : 500 MB
- **Thai Glico Co., Ltd Pathum thani province.**
Area 90 Rai Deal size : 700 MB
- **Beiersdorf (Thailand) Co., Ltd. Bangplee IE**
Area: 6-2-15 Rai Deal size : 124 MB



Beiersdorf



RESIDENTIAL SALE AND LEASING SERVICES

Our Residential Sale and Leasing Services team has a very extensive knowledge of the Thailand Real Estate market. With the strong in-house research team upgrading regularly on market statistics and trends, we are always well-equipped to provide professional consultation to determine the most competitive and strategic pricing for home buyers and sellers. With our strong and widespread domestic and foreign network we are committed to quick rental services to our home owners and investors.

- **Condo searching** for Buyers and Renters
- **Price Negotiation** and **Transaction Management** for Buyers and Renters
- **Lease Renewals** for tenants
- **Promoting and Advertising Homes** for home owners and sellers
- **Land Department Transfer Process** for Sellers



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"Our dedicated team of professionals has intimate knowledge of Thailand market, which has helped us to successfully transact on behalf of many domestic and international clients and has achieved their satisfaction. We always strive towards customer's delight. LET US SERVE YOU TO FIND YOU A NEW HOME."

OUR CLIENTS TRACK RECORD

RESIDENTIAL SALE AND LEASING SERVICES

Opportunities for our Foreign Investors (Sold during 2021-2022)

- Sold Below Market Price @ CRYSTAL GARDEN CONDOMINIUM – 212 Sqm 3 Bedroom Unit.
- Sold Below Market Price @ MILLENNIUM RESIDENCE – 90 Sqm 2 Bedroom Unit.
- Sold Below Market Price @ CEIL BY SANSIRI – 62 Sqm 2 Bedroom Unit.
- Sold Below Market Price @ BAANSIRI SATHORN – 116 Sqm 2 Bedroom Unit.

Opportunities for our Landlords (Leased during 2021-2022)

- Leased for 10 Years at Thong Lor– 20 Keys Apartment Building with Full Occupancy
- Leased for 3 Years – Private Garden Villa at Sukhumvit 93
- Leased for 5 Years – Private Pool Villa at Phattanakarn 20



Private Garden Villa



Crystal Garden Condominium



Millennium Residence



Ceil by Sansiri



Apartment Building Thong Lor



Baansiri Sathorn

VALUATION SERVICES

Valuation is a core service Colliers provides to help our clients understand the value of their property assets. Colliers' valuation reports are frequently used to help secure loans, partnerships, or investment. Our valuation department provides important, up to date market data, analysis and insight. Our expert team of accredited valuers have extensive local and international property valuation experience.

- Valuation of land & buildings
- Preliminary study on physical, tenure relevant law and regulations and other aspects upon request.
- Valuation of property for individual, corporate, government, PF & REITs, and bank & financial institution.



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OUR CLIENTS TRACK RECORD

VALUATION SERVICES

- **BBL Asset Management Co., Ltd**
BTS skytrain line 23.5 km.
- **Park venture and Sathorn Square**
Offices Size: 167,872 sq.m.
- **Jasmine International PLC**
3BB - Telecommunication pproximately 980,500 core km's of Opticle fibre cable
- **KPN Tower** Office Size: 60,558 sq.m.
- **Soneva Kiri Resort & Spa** 35 villas The Soneva group
- **Major Cineplex Retail** (Major Cineplex) Size: 92,726.96 sq.m.
- **Lebua Hotel** 357 keys



ADVISORY SERVICES

Advisory works with clients to co-create a future-focused real estate strategies to maximize returns on unique property assets. Our reports are underpinned with detailed market data and an innovative approach to development recommendations. Colliers' multidisciplinary Advisory group is comprised of experts with backgrounds in Architecture, Civil Engineering, Strategy, Analysis and more.

- Feasibility and Highest-and-Best-Use Studies Based on Market Analyses
- Development Site Master Planning and Concept Studies Including '3D massing'
- Site Analysis and Selection with Zoning and Building Control Investigation and Verification
- Joint Venture Consultancy
- Hotel Operator Search Projects
- Divestment Strategy and Recommendations



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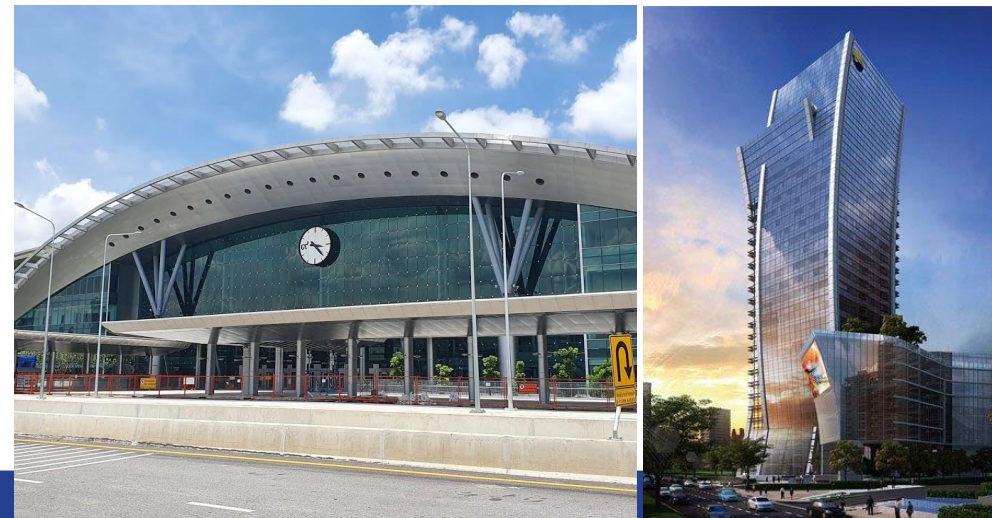
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OUR CLIENTS TRACK RECORD

ADVISORY SERVICES

- **Stock Exchange of Thailand**
Financial consultant, master planning and tender sale management
- **Singha Complex**
Feasibility study for a mixed-use development: Office, residential and retail
- **Land at Makkasan Station** Feasibility, master planning, and market study
- **Zone A&E of Bang Sue Grand Station** Feasibility, master planning, and market study
- **MCOT PLC** Feasibility study and master planning for a mixed-use development
- **U.S. embassy and consulate in Thailand** Market study and development recommendation
- **Sena Development PCL** Market study, feasibility study and JV partner search
- **Raimon Land PLC** JV partner search



RESEARCH SERVICES

Colliers' Research Team strives to help our customers understand and forecast emerging trends across property sectors. Our research reports include market supply, economic trends, demographic movements and psychographic shifts. Colliers offers unique insights and investment property advice for property investors, developers and occupiers alike.

- Produced research reports with forecasting trends
- Company database
- To conduct reports to support developers and REITs
- Providing information regarding market research for journalists



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OUR CLIENTS TRACK RECORD

RESEARCH SERVICES

- **Real Estate Information Center**
2012- Present Bangkok Eastern Zone, Eastern region and Southern Region
- **Ananda PLC**
Housing Market in Phuket.
- **PROUD Real Estate**
Condominium and Villas Market Report in Pattaya
- **SC Asset Corporation**
Condominium and Housing Market
- **Kasikorn Asset Management**
Real Estate Market Overview
- **PTT Global Chemical**
Industrial Estate Market Report



OUR PARTNERSHIP

Anti-Corruption Policy

We pride ourselves on offering our clients independent advice and a regulated service approach

Company Insurance

We have insurance to protect our clients and our staff on a range of different services.

Membership and Associations

Valuers Association of Thailand, SEC Valuer Qualified License RICS, British, American European Association for Business and Commerce, Thai Chamber of Commerce and Federation of Thai Industries.

OUR AWARDS AND ACHIEVEMENTS



THAILAND LEADERSHIP SERVICES



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Colliers

The text "Thank You" is centered in a large, white, sans-serif font within a dark blue rectangular area on the right side of the slide.

Thank You

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