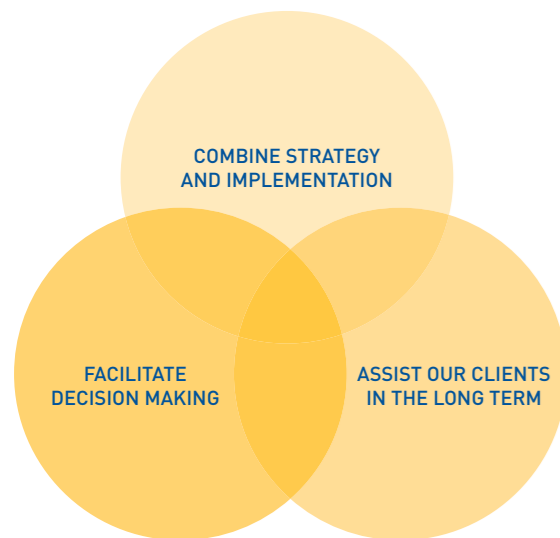
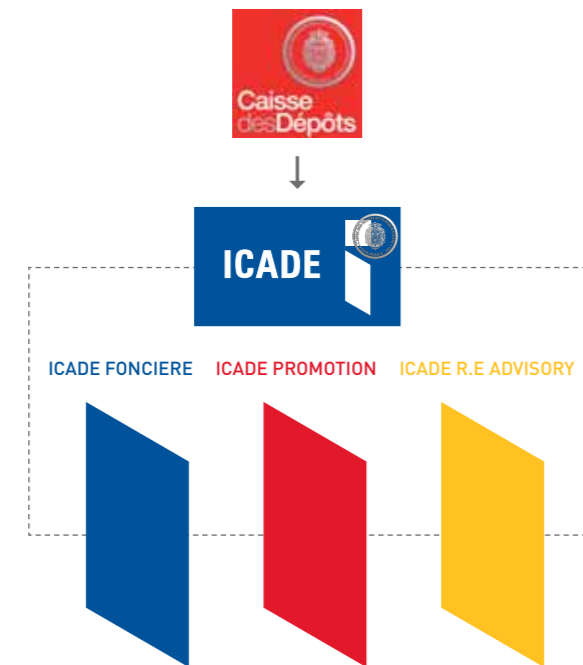


## OUR APPROCH TO REAL ESTATE CONSULTANCY



## CAISSE DES DEPÔTS PROFILE

Icade Services is a subsidiary of Icade SA, itself 59,90% owned by La Caisse des Dépôts.



Caisse des dépôts et consignations and its subsidiaries constitute a state-owned group at the service of the public interest and of the country's economic development.

## CAISSE DES DEPÔTS MANDATE

- Long-term investor in the French economy
- Management of funds held in regulated savings accounts and investments on a secure basis in projects in the public interest, particularly social housing
- Public banker to the judicial and social security systems
- Management of public and semi-public pension schemes
- Investments in regional and local development alongside local authorities
- Pension scheme manager
- Partner to local authorities for local and regional development
- Investment and private equity

## ICADE REAL ESTATE ADVISORY

Thanks to the diversity and complementarities of their training and backgrounds, Icade Real Estate advisors offer their clients integrated solutions combining all real estate aspects, from planning and strategy elaboration to implementation and operations.

Since the beginning, it has applied its financial culture and its values of excellence and best in class to traditional real estate consulting activities: strategy, transaction and valuation.

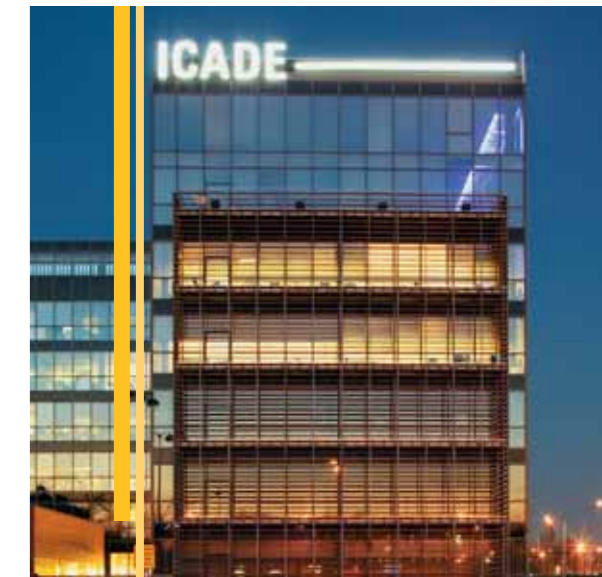
Working for public and private clients on large-scale and more and more complex assignments, Icade Real Estate Advisory has developed specific skills such as the analysis and structuring of real estate information and data.

## THEY TRUST US

- AEW Europe
- Allianz
- Altaréa
- Atos Origin
- Axa Reim
- BNP Reim
- Carrefour Property
- GE Real Estate
- Generali Immobilier
- ING Real Estate
- Klépierre
- L'Oréal
- Malakoff Médéric
- Renault
- SNCF
- Total Raffinage Marketing
- Unibail

## EUROPEAN PARTNERS

- Italy  
**FBS**  
Via Senato, 6  
20121 Milano  
<http://www.fbs.it>
- Germany  
**Immofoori**  
Bürocenter City Süd  
Süderstraße 77-79  
20097 Hamburg  
<http://www.immofoori.de>
- United Kingdom  
**J Peiser Wainwright**  
20 King Street  
London EC2V 8EG  
<http://www.jpeiserwainwright.com>



## Icade European Alliance Real Estate Solutions





## CORPORATE REAL ESTATE STRATEGY CONSULTING

- Strategy consulting for investors and end-users
- Establishment of master plans, business plans
- Assistance to the creation and structuring of real estate entities or departments
- Optimization of real estate management: global analysis & diagnosis, analysis and leases renegotiations, expenses and real estate costs audits

## TRANSACTION

- Assets and portfolio sales consultancy: pricing and sale strategies, selection of investors, preparation and management of data-room, bids analysis and assistance throughout the negotiation process
- Investment consultancy: real estate due diligence, risks analysis, documentation validation, valuation and sensitivity analysis, support during closing

## VALUATION

- All types of real estate assets valuation, portfolio valuation and land valuation
- Statutory valuation (insurance companies portfolio, banks, listed companies, SCPI, OPCI...)
- Occupation fees valuation, business concern valuation, key money, market rent determination
- Leadership role in AFREXIM (a French association of top tier valuation firms)
- Valuations complying with professional standards of the French Valuation Institute, TEGoVA and RICS, and with recommendations of the regulators (Autorité des Marchés Financiers)

## ASSET MANAGEMENT

- Third party management only
- Optimization of assets use with regard to their market value
- Definition of a strategy for each asset (acquisition, holding, management, restructuring or disposition), optimization of a financing strategy and debt management
- Implementation of defined strategy, including corporate governance and coordination of various stakeholders and third parties
- Measurement of asset performance and impact of strategic choice and investor reporting

## NON PERFORMING LOANS

- Pan-European platform of specialized teams
- Large databases and robust IT systems
- Advice on strategic approach and asset values
- Analysis, due diligence and pricing
- Preparation of assets for sale and real estate portfolio management
- Asset disposition
- Investor reporting
- One-stop shop from sourcing to analysis and exit strategy

## DATA AND INFORMATION MANAGEMENT / IT SOLUTION

- Data room, inventories and documentation structuring
- Client-focused studies, territorial and local analysis
- Decision mapping, GIS
- Financial and statistical modeling
- Collaborative software platform including the essential functions of a high performance management: portal technology, personalized workflow process, document storage and reporting, user friendly communications, interoperability with other platforms

## Advisory services closer to our clients' challenges

- Investors • Publics developers and operators • Social housing entities • End users • Private developers

## Managing all asset types

- Residential • Corporate • Warehouse • Commercial • Health • Public • Industrial

## Icade European Alliance Real Estate Solutions

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