



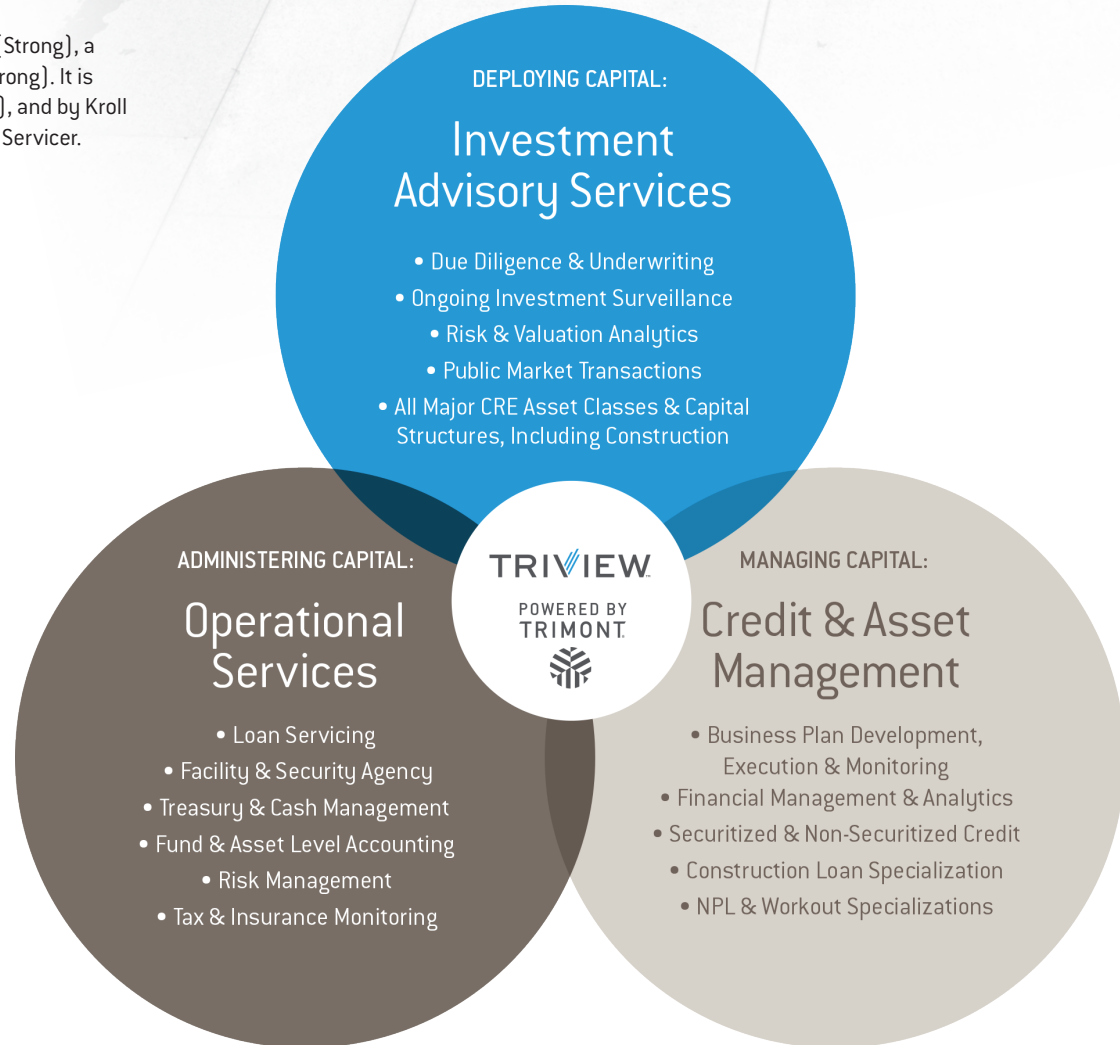
DEPLOYING CAPITAL:

Investment Advisory Services

Partnering with and supporting both users and providers of debt and equity capital, Trimont is the trusted front-office solution for independent analysis and perspectives on the financial risks inherent in commercial real estate throughout the capital stack and around the globe. Trimont's IAS teams help our clients more effectively deploy capital by providing due diligence, underwriting, investment surveillance and credit valuation analytics across all asset classes, and in both the public and private markets.

Highly Rated.

Trimont is rated by S&P Global as a Commercial Mortgage Special Servicer (Strong), a Construction Loan Servicer (Strong), and Commercial Primary Servicer (Strong). It is rated by Fitch as a Primary Servicer (CPS2+) and a Special Servicer (CSS2), and by Kroll Bond Rating Agency. Trimont is the world's largest rated Construction Loan Servicer.



OUR SPECIALTIES:

Risk & Valuation Analytics

- Provide detailed, sophisticated financial analyses leveraging industry leading tools such as Argus™ and Trivium in a form that accommodates your style and needs. Trimont financial analysis generally includes base case and break-even scenarios, with all key assumptions sensitized to your critical return thresholds.
- Perform background/credit checks on potential borrowers, investment partners, sponsors, guarantors and other counterparties and their respective abilities to execute the business plan.
- Supplement financial analysis by analyzing “Risks and Mitigants” in each contemplated investment.
- Audit and construct dynamic Excel™ models with extensive waterfalls based on client’s risk tolerance and cost of capital. Trimont will also review and opine on borrower and/or issuer assumptions.

Due Diligence, Underwriting & Ongoing Asset Surveillance

- Partner with you at any point in the investment, from deal sizing through loan closing, and continued surveillance. Provide underwriting and advisory services to you at both inception, and along the way, including analysis for investors entering and exiting prior to investment maturity.
- Serve as an independent advisor, with the ability to communicate directly to the investment committee, while others use us to “white label” memoranda for their teams, or otherwise provide the bulk of the independent analysis for their own due diligence team as a “check and balance.”
- Conduct detailed review, analysis and critique of (by way of example): data tapes, historical and forward-looking operating/ financial statements, rent rolls, tax and insurance records, immediate needs and capital expenditures, senior and subordinated loans, capital accounts, market reports, property management reports, crime reports, liens, pending and threatened litigation, leases, covenants/ restrictions, reciprocal easement agreements, pending or threatened condemnations or other public use projects, and all other key information associated with the contemplated investment.

Market & Property Analysis

- Supply asset specific, sub-market and macro-market research, analysis and cross-referencing from Trimont proprietary data, third-party reports and site inspections.
- Conduct research that includes performing market, marketability, and feasibility analyses.
- Perform detailed site inspections, including shopping rent and sales comparables, interviewing on-site staff and tenants, leasing/sales practices, always with a view toward maximizing opportunities and exit strategies for the client.
- Provide additional market research as requested by client through discussions with local and property specific market participants, as well as additional research in published sources.

Valuation Services

- Assist client in the engagement of third party appraisal and review for reasonableness of value conclusions based on the provided analysis and information.
- Provide Non-USPAP valuation services including credit underwritten value estimates based on multiple valuation approaches including review of comparable sale transactions and direct capitalization methods.
- Utilize market and proprietary data to formulate perspective on mark-to-market estimates for financial instruments.
- Provide comprehensive NPL analysis through evaluating asset and loan level cash flows and working with our Non-Performing Credit & Asset Management team to determine appropriate resolution strategy for each asset.
- Support balance sheet risk management and credit administration through quarterly/ semiannual/annual monitoring and reporting based on as is and as stabilized value ranges.

A Globally Comprehensive Solution.

With Trimont you have access to many resources beyond just Credit & Asset Management. Our Asset Management team works closely with Trimont’s other service lines in offices around the world to provide each client with customized solutions for their business. Each service line functions independently at the highest level and seamlessly when working as a collective unit.

We operate globally on your behalf with the goal of providing a seamless execution across all service lines, and in whatever language or currency. We have professionals fluent in English, Spanish, French, German, Dutch, Italian and Mandarin.

Terri Magnani
Managing Director,
Investment Advisory Services
tmagnani@trimontrea.com
(212) 321-7954

Kevin Miller
Managing Director,
Investment Advisory Services
kmiller@trimontrea.com
(404) 581-7459

trimontrea.com

Trusted partners the world over.

