



Underwriting & Advisory Services

Partnering with users and providers of capital, Trimont is the trusted source for independent analysis and perspectives on the financial risks inherent in commercial real estate throughout the capital stack. We provide underwriting and advisory services to our clients pre- and post-investment, thereby helping them constantly evaluate risk and return in the face of ever-changing circumstances. In underwriting more than \$20 billion annually across all property and investment types, our professionals deliver exceptional precision and value, understanding the critical decisions that weigh on investment committees every day.

Our Commitment to You:

- Be your trusted partner.
- Provide you with the critical analysis necessary to evaluate risk and return on your debt and equity investments for all asset classes, throughout their entire lifecycle. Every real estate investment has risks; our goal is to make sure you fully understand those risks so that you can then get paid appropriately to take them.
- Because our Underwriting & Advisory Services are independent and non-conflicted, we do not have any stake in the outcome, only your best interests. Confirmation bias is one of the greatest risks in underwriting a potential investment; we help you mitigate that risk with impartial judgment.
- Recognize that speed and accuracy are critical to your competitive advantage, and we are committed to comprehensive, rapid turnarounds so that you can stay ahead of the pack.
- Leverage our proprietary data and experience with the more than 22,000 asset management and servicing transactions in 64 countries that we have worked on throughout our history, and then use that experience and market data to triangulate other resources critical to your investment decisions.
- Communicate with you and on your behalf to your borrowers, partners, investors and shareholders in a manner that is responsive, factual, actionable and independent.



Initial Due Diligence & 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. Allow you to “white label” memoranda for your teams, or otherwise provide the bulk of the independent analysis for your own due diligence team as a “check and balance.”
- 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.

Credit & Risk Analytics

- Provide detailed, sophisticated financial analyses leveraging industry leading tools such as ArgusTM and ExcelTM, 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.

Asset Evaluations

- Provide our services to you at both the asset and portfolio/ fund level.
- 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.
- Re-underwrite investments and create asset risk ratings with customized criteria matching your requirements.

Buy, Sell, Hold & Recapitalization Analytics

- When it comes time to exit, we help you evaluate the facts necessary to maximize returns in light of the best exit strategies possible.

Business Plan Development & Management

- Leverage analytical tools and capabilities in conjunction with sound judgment to help you develop actionable business plans.

A Globally Comprehensive Solution.

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

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

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Trusted partners the world over.

