



# Altus Group

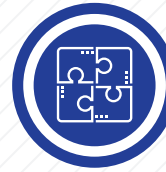


## DEVELOPER & LENDER SERVICES

# THE ALTUS ADVANTAGE

## LENDER/DEVELOPER

At Altus Group, we offer more than just a suite of services - we are your partners as you plan, manage and successfully develop real estate and infrastructure projects. Our trusted advice transforms projects from the abstract, to the concrete.



PLAN



MANAGE



ADVISE & DELIVER

Altus Group has been a leading provider of independent commercial real estate and construction advisory services for over 50 years, with over 2,300 employees in 70 offices across Canada and internationally.

Our knowledge and experience across all asset types ensures that our services are tailored to each project, delivering dependable, accurate, and valuable independent advice. Our Cost team advises on over 500 unique projects a year that vary in size, location, scope, and complexity, in Canada and around the world.

## WE SUPPORT CLIENTS IN MAKING INFORMED DECISIONS WITH CLARITY AND CONFIDENCE, ENSURING MAXIMUM VALUE AND MINIMIZING RISK.

- **Industry Leading Expertise:** Altus Group professionals are second to none, with local and international experience and an in-depth knowledge of project viability and economics, including project finance.
- **Database Benchmarking:** We have more reliable market cost data than any other service provider in the business, including a proprietary Canadian database with over \$120B in hard construction cost data, gathered over the last 6 years – and growing.
- **Software Analytics:** With the traditional design milestone model, between submissions there is the risk that major elements may change. We use ARGUS Developer to fully outline the potential costs and revenue of the project. Our 5D estimating leverages BIM and cost data to provide continuous cost control with real-time feedback.



# DEVELOPER AND LENDER SERVICES

With industry leading experts and the use of data with analytics, Altus Group proactively minimizes and solves your development challenges. In recent years, best-in-class companies have joined Altus Group, adding new value in related fields and expanding our reach worldwide.

## PROACTIVE DEVELOPER SOLUTIONS

A decision without a breadth of information is a wager. We offer services dedicated to helping you make informed decisions. We provide proactive solutions to developers during the pre-construction phase, including cost planning and management, value and risk assessment, schedule preparation, procurement strategy, and project delivery advice. During the construction phase, we support the developer's team in change order assessment and ongoing contract administration services. More profitability. With less risk.

**Maximizing value and optimizing returns**  
– it's a simple equation. It's what we do.

Our seasoned team is considered the foremost authorities in their fields, with decades of experience, skilled use of data and analytics, honed real estate acumen and results-oriented advice.

## PROTECTING STAKEHOLDER INTERESTS

As the recognized independent authority and the leading provider of loan monitoring services in Canada, we provide independent, timely, comprehensive and reliable information and an assessment of project risks. Throughout the development phase, our review includes confirmation of the adequacy of the project budgets, ability of the team to execute the project, assessment of timelines, and overview of statutory requirements.

### Typical Developer Services

- Feasibility Studies
- Independent Construction & Project Po-forma Budgets
- Assistance Obtaining Financing
- Benchmarking & Analysis
- Reserve Fund Studies & Property Condition Assessment
- Development Management
- Procurement Advice
- Scheduling & Schedule Review
- Change Order Review

### Typical Lender Services

- Initial Preliminary Financing Report
- Establish and Track Project Budget & Cost-to- Complete
- Conduct Monthly Loan Progress Draw Approval
- Conduct Cash Flow Projections & Analysis
- Review Material & Financial Project Documentation
- Distressed Project Services
- Independent Risk Review & Advice

## SELECTED SERVICES

- Cost Planning & Budgeting
- Project Monitoring
- Development Feasibility
- Project & Development Management
- Program Management
- Technical Advisor
- Independent Certifier
- Peer Review
- Scheduling
- Expert Witness & Dispute Resolution
- Change Order Review
- Value Management
- Property Condition Assessments
- Reserve Fund Studies
- Insurance Replacement Cost
- Project Analytics
- Procurement Advice
- Risk Management
- Manager of Distressed Projects
- Asset Management
- Sustainability & Wellness

## SECTORS

Sectors include: Residential & Mixed-use; Infrastructure; Commercial & Retail; Arts & Culture; Educational; Healthcare; Hospitality & Gaming; Government; Industrial & Manufacturing; Sports & Recreation; Oil, Gas & Energy; Pharmaceutical; and Water & Wastewater.

Altus Group Limited is a leading provider of independent advisory services, software, and data solutions to the global commercial real estate industry. Our businesses, Altus Analytics and Expert Services, reflect decades of experience, a range of expertise, and technology-enabled capabilities. Our solutions empower clients to analyze, gain market insight and recognize value on their real estate investments.



## RELATED SERVICES:

- Appraisal
- Valuation
- Property Tax Assessment Appeals
- Feasibility Studies
- Expert Testimony

## CONNECTING THE GLOBAL REAL ESTATE MARKETPLACE

For more information on Altus Group, please visit [altusgroup.com](http://altusgroup.com)

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