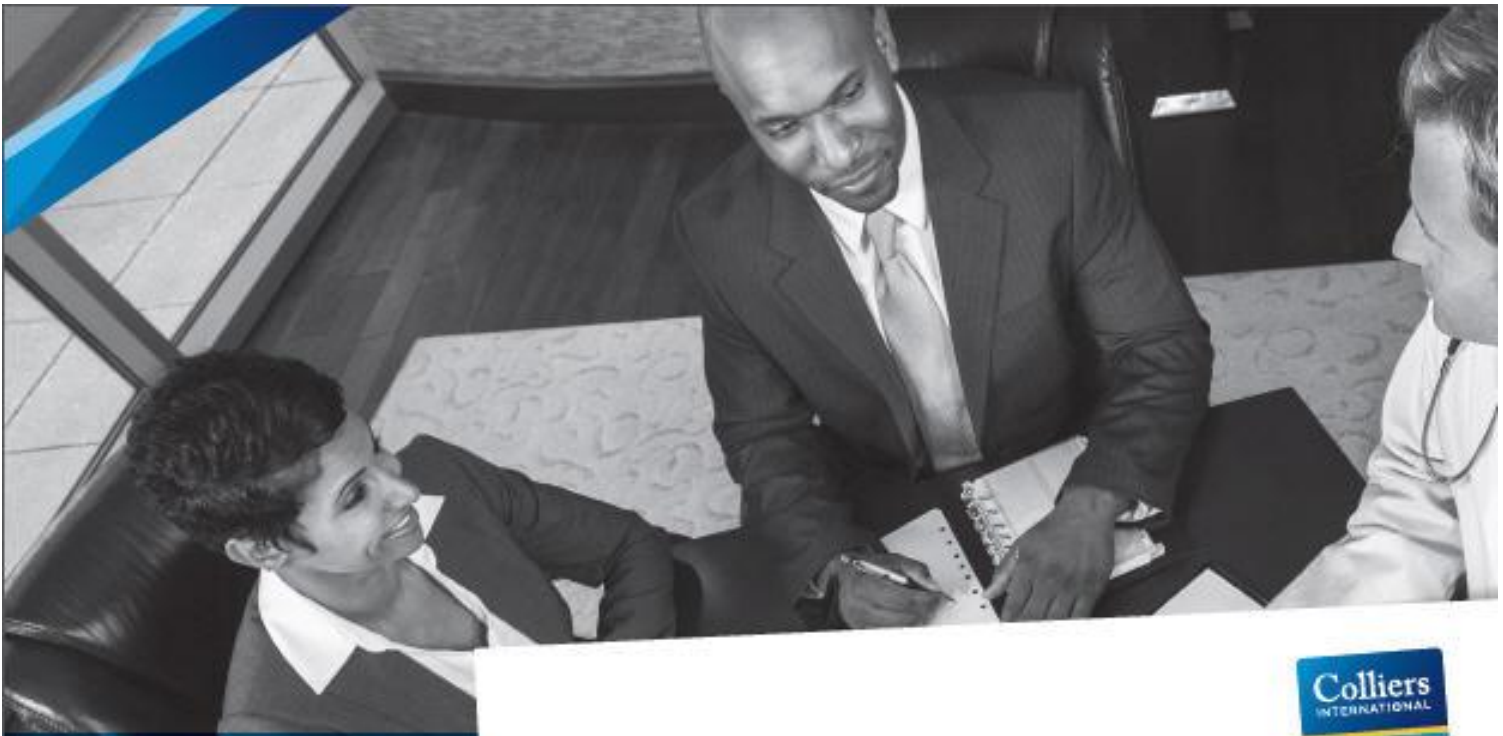


COLLIERS INTERNATIONAL
Healthcare Investment Services

Maximizing Your Healthcare Real Estate Assets





A Healthy Investment: Leveraging Your Portfolio Strength

One word epitomizes today's healthcare marketplace - change.

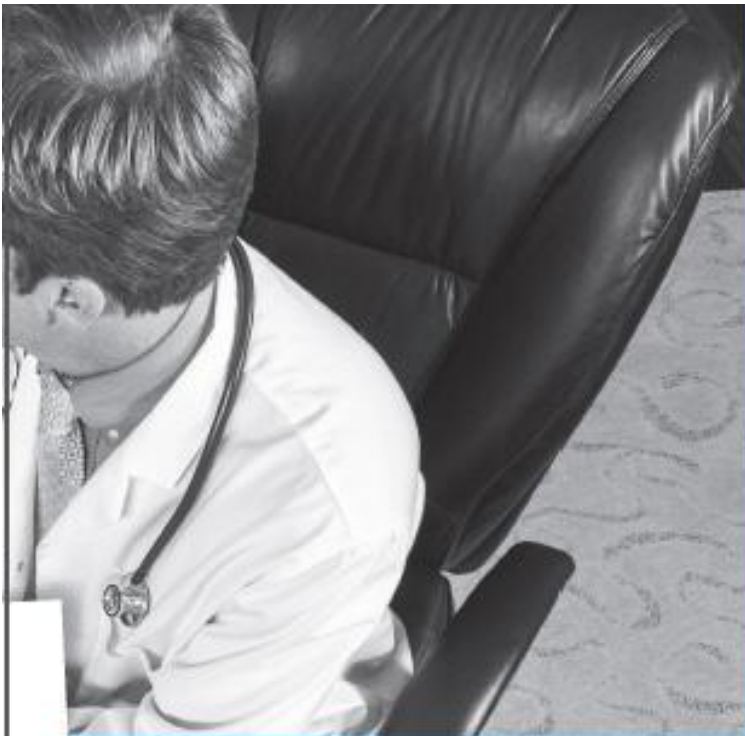
As the industry transitions from a volume- to quality-based care delivery model, hospital and health system executives are grappling with this challenging new paradigm. Integrating new compliance requirements, driving wellness and prevention, and ensuring better coordination and efficiencies are but a few of the critical initiatives executives face.

In this era of Healthcare Reform, the push toward operational excellence and increased efficiency has led many hospitals and health systems to comply with transformative initiatives requiring major investments. To meet vital objectives, you need expert advisors with strategic insight into the healthcare industry, extensive resources and forward-thinking solutions.

The Colliers Healthcare Investment Services Group is a dedicated, nationwide team of healthcare investment services specialists who truly understand the unique challenges of this industry. Our trusted advisors have a big picture perspective, putting in-depth knowledge of industry trends, policies and players to work for you. We analyze how property acquisition, ownership and disposition can be leveraged to maximize the value of your real estate portfolio and strengthen your bottom-line.

John Wadsworth
National Director
Colliers Healthcare Services Group

Jim Allen
National Director
Colliers Healthcare Services Group



U.S. Investment Services:

Expert Advisors for a Dynamic Healthcare Marketplace

Colliers Healthcare Investment Services (CHIS) fully understands the trends impacting today's highly regulated, dynamic marketplace. We know managing healthcare real estate portfolios presents its own unique set of challenges and opportunities.

As a specialized investment team within the Colliers Healthcare Services Group, CHIS focuses solely on the healthcare sector. CHIS was built from the ground up to meet the exacting needs of the healthcare industry.

CHIS advises healthcare institutions and investors, helping to identify, evaluate and select healthcare real estate assets with the common goal to enhance property performance, meet income objectives and mitigate risk – taking into account local, national and global market factors.

Our trusted advisors assist in developing investment strategies that leverage the value of healthcare real estate assets, enabling clients to focus on delivering high-quality, efficient care in the most cost-effective manner possible.

"...Within 30 days of engagement, Colliers far exceeded our expectations. They took a vision we've held for over nine years and made it happen – monetizing it into a \$16 million sale... Colliers' expertise in real estate and property valuation allowed us to grow the business in a very short period of time. I would highly recommend their services."

— Phillip Askins
CEO

Gulf Coast Surgery Center, Inc.

Supporting Healthcare Organizations Around the Corner and Across the Nation



When it comes to making real estate decisions, local market conditions are a critical consideration. That is why it is vitally important to work with investment advisors who understand the intricacies of the regions in which you operate.

CHIS has members in every corner of the U.S., all dedicated to the healthcare investment real estate industry. CHIS brings together local, regional and national expertise to help you make the right decisions, enabling you to execute investments that will unlock the true value of your hospital, health system or healthcare real estate portfolio.

CHIS has access to an unparalleled breadth and depth of services, offering private and institutional clients critical

market research, sales transaction information and data on emerging regional, national and international capital sources to finance acquisitions and development.

Whether it's around the corner, or across the nation, CHIS can find and deliver qualified opportunities and innovative real estate solutions. Our professionals complete billions of dollars in investment sales and financing transactions each year.

Let us put the expertise and extensive resources of Colliers to work maximizing the value of your healthcare real estate portfolio.

Value-added Services: Solutions Tailored to Meet Your Strategic Goals

CHIS is solely focused on healthcare investment services. Operating as part of a global real estate organization, CHIS is ideally suited to support clients' strategic investment objectives anywhere in the world.

CHIS tailors solutions to each client's needs, taking into account priorities and weighted concerns for price, closure and risk. The CHIS team of dedicated industry experts works closely with owners and investors to optimize each property's competitive profile, maximize speed-to-market and engage in reasoned negotiations designed to ensure a smooth closure and meet investment objectives.

The CHIS team has an extensive knowledge of the commercial real estate industry with expertise across the full continuum of healthcare property types, including:

- › Medical Office Buildings
- › Acute-care Hospitals
- › Long-Term Acute-care Hospitals (LTAC)
- › Specialty Hospitals
- › Outpatient Surgery (ASC) and Diagnostic Centers
- › Skilled Nursing Facilities
- › Rehabilitation Hospitals
- › Independent Living
- › Assisted Living
- › Continuing Care Retirement Communities
- › Land Acquisition

The core services CHIS offers include:

- › Acquisitions
- › Dispositions
- › Valuation and Appraisal Services
- › Debt and Equity Recapitalization Strategies
- › Strategic Capital Planning
- › Developer Selection Advisory Services
- › Monetization Strategy – "to monetize or not"





More than the Sum of Our Parts

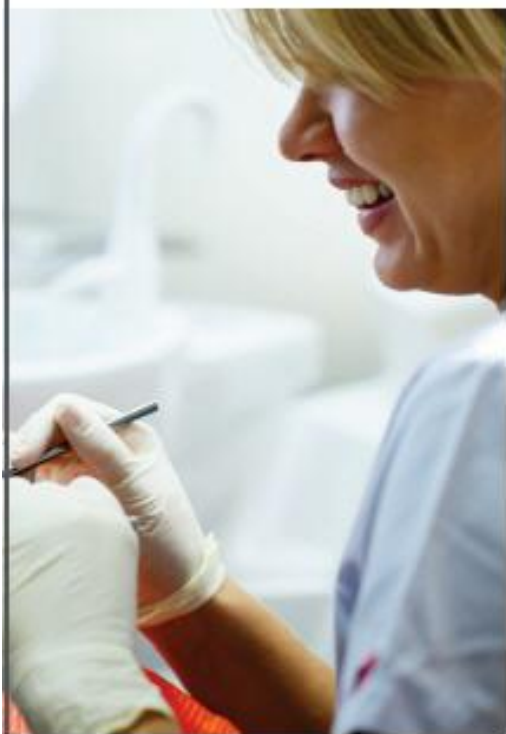
When you partner with the Colliers Healthcare Investment Services team you are connected to a fully integrated, comprehensive national platform of healthcare real estate services. In addition to investment services provided by CHIS, Colliers offers a full menu of healthcare real estate related services to assist in maximizing portfolio value:

- › **Colliers Healthcare Services Group** provides healthcare brokerage services, including landlord/owner agency, new lease and renewal negotiations, sales, market and new site evaluation, development advisory, lease audit and lease administration services, and regulatory compliance with Stark and anti-kickback statutes.
- › **Healthcare Real Estate Management Services** provides healthcare property management services, ensuring your building operations are managed efficiently and cost effectively.
- › **Project Management Services** orchestrates the processes of analyzing, planning, designing, permitting, financing and construction of healthcare and medical office facilities. Typical projects include ground-up development, additions and expansions of existing facilities and renovations.
- › **Healthcare Valuation and Appraisal** provides valuation and appraisal services to the healthcare industry where value is a function of sustainable profitability.
- › **Healthcare Strategy and Consulting** is made possible through membership with the Advisory Board and partnerships with third-party advisors. Colliers assists healthcare providers in developing strategies to grow revenue, improve efficiency, and expand market share with the common goal of enhancing bottom-line results.

“Honestly, from a client’s perspective, because we were going through a cumbersome merger, it couldn’t have gone any better working with your team. You were great listeners. You got us to a point we thought we’d never get. You totally delivered service excellence.”

— Jim Roberge
Senior Director Facilities Services
Mercy Health Partners





Select Client List

Investors:

- > Senior Housing Trust
- > American Realty Capital
- > Flagship Capital
- > Broadstone
- > USRA
- > Infinity Texas
- > Woodside Health
- > Crescendo Commercial Realty
- > Newcor
- > Interra Capital Group
- > Ventas
- > HCPI
- > Duke Realty
- > Healthcare Realty
- > Healthcare REIT
- > ACS Development
- > Accretive Realty

Hospitals/Health systems:

- > Methodist Hospital System
- > Beth Israel Deaconess
- > Atlantic Health System
- > Kindred Healthcare
- > HealthSouth Corporation
- > Tenet Healthcare
- > UHS
- > Surgical Care Affiliates
- > USF Health
- > UC Health



To learn more about how Colliers
Healthcare Investment Services can
help you leverage the strength of
your healthcare real estate portfolio,
visit:

www.colliers.com/healthcare

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