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**HERITAGE**  
GLOBAL PARTNERS  
ASSET ADVISORY & AUCTION SERVICES

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## INDUSTRIES SERVED

- ✓ Aerospace & Automotive
- ✓ Biotechnology & Pharmaceutical
- ✓ Construction & Transportation
- ✓ Data Center & Telecom
- ✓ Electronic Test & Measurement
- ✓ Food & Chemical Processing
- ✓ Solar & Semiconductor
- ✓ Industrial Machine Tools & Injection Molding
- ✓ Power, Energy, Oil & Gas
- ✓ Mining & Refining
- ✓ Woodworking & Textiles
- ✓ Packaging & Paper Processing
- ✓ Warehouse Distribution & Corporate Furnishings
- ✓ Intangible Rights, Patents & Technology
- ✓ Financial Assets & Real Estate
- ✓ Broadcast & Post Production

# GLOBAL ASSET ADVISORY SERVICES

True value can only be achieved when the world's foremost authorities collaborate.



## WE HAVE THE COMPETITIVE ADVANTAGE

**STRATEGIC** Our management team possesses decades of generational, deep domain experience. **GLOBAL PRESENCE** We can service our clients anywhere in the World, through our own offices and through our Global Partner Network. **MARKETING** We know how and where to showcase your assets to a global marketplace. **DATABASE OF BUYERS** We maintain the largest and most prestigious data database of Worldwide purchasers. **UNDERSTANDING** We understand the assets we sell, and how to package it best to an end user audience. **REPEAT BUSINESS** We retain our client relationships, and enjoy more repeat business per client and per customer than any other firms. **RESPECT** We maintain our integrity, from both our clients and from the public who attend our events. **REFERENCES** We can furnish you with outstanding past clients, who can attest all that we have said.



[www.colliers.com](http://www.colliers.com)

## ABOUT US

**Colliers International** is a global leader in commercial real estate services, with over 13,500 professionals operating out of more than 482 offices in 62 countries. A subsidiary of FirstService Corporation, Colliers International delivers a full range of services to real estate users, owners and investors worldwide, including global corporate solutions, brokerage, property and asset management, hotel investment sales and consulting, valuation, consulting and appraisal services, mortgage banking and insightful research. The latest annual survey by the Lipsey Company ranked Colliers International as the second-most recognized commercial real estate firm in the world.

## SERVICES

### ✓ **Brokerage: Landlord Representation**

We work to understand your short- and long-term objectives for ownership and develop a leasing strategy to achieve the maximum return on investment — bringing together the right tenant mix with the right terms, while minimizing exposure and vacancies.

### ✓ **Brokerage: Tenant Representation**

From a needs assessment to comparative analysis, and from space planning to contract negotiations, we offer guidance throughout the process of securing a lease. Our tenant representation specialists ensure the lease serves your long-term business strategy and your objectives for cost, flexibility and stability.

### ✓ **Corporate Solutions**

We see the big picture for corporations through a partnership approach to providing corporate solutions. The hallmarks of our approach are clarity, strategy and accountability, resulting in a more efficient use of resources and greater support for your overall business goals.

### ✓ **Investment Services**

Investors' needs rapidly change from acquisition to ownership to disposition, and our experts keep pace. We adapt to your requirements for value, risk and speed, and collaborate across service lines to provide the right team of specialists, working together, to achieve your goals.

### ✓ **Real Estate Management Services**

We place clients' interests first, from the way we structure our reporting to the way we use our 24-Hour Service Center to provide both immediate problem-solving and big-picture data. We maximize asset value through efficiency, best practices and genuine care for our clients and their tenants.

## SERVICES

### ✓ **Capital Asset Auctions**

We conduct numerous events every year including live onsite auctions, as well as webcast and online auctions, all harnessing the power of the internet through user friendly bidding formats. Our events offer fast, easy and competitively transparent bidding. All events are broadcast worldwide with real time, global participation, verifying the validity and accuracy of each and every sale.

### ✓ **Real Estate Auctions**

HGP's real estate auctions date back to the 1950s, selling Military Bases for the U.S. Government. HGP gained notoriety in the late 1980s by assisting the FDIC and RTC in the largest Real Estate and Non-performing loan auctions ever conducted, selling \$1 billion of REO in global satellite public auctions and over half a billion dollars in non-performing loans. HGP has represented major Money Center Banks, Investment Banks, and the Nation's largest Insurers in REO auctions. HGP can meet the disposition needs of owners of individual Industrial facilities and portfolios alike.

### ✓ **Asset Valuations & Appraisals**

Asset Advisory Services and comprehensive ASA certified valuation reports in over one hundred industry sectors. USPAP compliant machinery & equipment and inventory reports meeting stringent external and internal requirements.

### ✓ **Investment Banking & Advisory Services: Equity Partners**

A division of Heritage Global Partners Inc., Equity Partners, is a premier, boutique investment banking firm for small to mid-sized companies in distress, whose solutions include: New Money (Debt or Equity), Joint Venture Relationships, and Entirety Sales at Maximum Value.

### ✓ **Capital Asset Acquisitions**

Our primary focus is to act in an advisory capacity, but we are always prepared to act as a principal and provide cash guarantees, capital advances, and out-right acquisitions. Capital requirements large or small can be met, and backed by the world's largest global network and credit facilities.

### ✓ **Real Estate Portfolio & Loan Acquisition**

Our Acquisitions group targets value add opportunities in both Loan and Real Estate Portfolios, backed by a team of legal counsel, underwriters, and industry professionals with expertise in a multitude of property types. Our professionals have deep levels of experience in complex financing and development.

### ✓ **Strategic Demolition & Scrap Metal Management (SMS) Services**

Becker provides Scrap Management Services through an open and transparent process, documenting all sales, shipments, weigh bills, and payments. We have designed scrap metal consolidation, marketing and sales programs for multi-retail vendors all over the world. We identify usable or secondary metals, and qualify and oversee all facets of the demolition process. We provide detailed market trend analysis as well as sales strategy recommendations and final break-down reports. We have extensive marketing and upgrade pricing capabilities throughout North America, South America, and Asia. Becker maintains long-standing relationships with numerous mills, smelters, foundries, and secondary markets worldwide.



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## ABOUT US

**Heritage Global Partners**, a subsidiary of Heritage Global Inc., (OTCQB: HGBL), is a leading, full service, global auction and asset advisory firm. Managing Partners, Ross and Kirk Dove are value-driven, innovators in distressed and surplus capital assets valuations and transactions. Together, they have developed asset recovery programs that have been embraced by many of the world's largest companies as listed by Forbes Magazine: The Global 2000. HGP specializes in both acting as an advisor as well as acquiring turnkey manufacturing facilities, surplus industrial machinery and equipment, industrial inventories, accounts receivable portfolios and related intellectual property.

