silverskills
applying intelligence to processes



Commercial Real Estate Highlights

Extensive domain expertise in UK/US real estate market

Strong financial and analytical skills

Proven systems and software that can be customised to each commercial mortgage client

Detailed in-house training systems which ensure scalability and reliability

Commercial Real Estate Service Offerings and Experience

Origination & Underwriting Support	Servicing & Risk Management	Surveillance & Due Diligence Services	Appraisal / Valuation Report Support	Securitisation Support	Asset Management Support
• Loan Sizing • Underwriting & Credit Memos • Valuation (Argus), Cash Flow Modelling and Lease Abstracts • Offering Memorandum and Loan Request Package	• Financial Statement & RR Analysis • Loan Re-underwriting • Document Indexing & collection support • Loan / Insurance Boarding & Set-up • Construction & Reserve Draws	• Loan Abstracts, Loan Payoffs & Covenant Monitoring • Bank Reconciliations • Third Party Report Review & abstract • Lease Abstracts / Estoppel Reviews • Site Inspections QC and Loan Workout Support • Insurance Compliance / Policy Review	• Property/ Market / Tax Research • Demographics, Flood / Aerial Maps, Photographs, Other research • Write-ups & Narratives, Sales / Rent Comps selection, research & adjustments • Valuation modelling / Sensitivity Analysis	• Asset Summary and Narratives • Portfolio Re-underwriting • Data Tapes and Roll ups • Financial Modelling and Analysis	• Lease Set-up and updates, AR/AP Management • Hold Sell Analysis and Periodic Reporting • CAM Reconciliation, Proration, Budgeting • Data Migration and Acquisition Support

Loan Sizing	Lease Abstracts	UW Support	Valuation	Financial Statements
Over 18,000 transactions worth $275 bn	Over 90,000 lease abstracts for all property types	Over 50,000 transactions worth $750 bn	Over 4,000 Argus / Valuation models for all property types	Over 155,000 statements worth $89+ bn annually

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Benefits



Up to 40% of cost savings



25% to 50% reduction in turnaround time



Consistent process accuracy of over 99%



Experienced cross-trained talent pool to manage seasonal volumes



Efficiency improvement by eliminating redundant processes through process re-engineering



Increased coverage of annual due diligence of loans from 35% to 80% for one of our clients



Capable of managing complex deals
(avg. ticket size of $15 mn; largest deal $1.5 bn)

Testimonials

"Even at this stage, before we have started the actual outsourcing process, the benefits from Silverskills are already worth the expenditure incurred."

President & CEO - Top 10 servicer
(after completion of process mapping)

"We enjoyed having you and look forward to working with you all for many years."

President - Top 10 servicer
(on completion of 10 year of relationship)

"Just wanted to let you all know they are knocking it out of the park. We could not be more pleased."

Accounting Head - large client
(Silverskills performance feedback)

"We are extremely grateful for all of your work. This is an extremely important and high profile assignment and are glad we can count on you and your team. Great work."

Project Delivery Head - Top 3rd party service provider
(on project completion)

"I can't express enough how impressed I was with the team Silverskills assembled. And it was truly my pleasure to work with you and the team."

Vice President - Top 10 servicer
(after completion portfolio re-rating)

"We appreciate all of your team's efforts ... I think that we were extremely successful ...We truly view your team as just an extension of ours..."

Sr. Management - advisory firm
(on a 250 Argus (DCF) modelling project)

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