

# Colombia

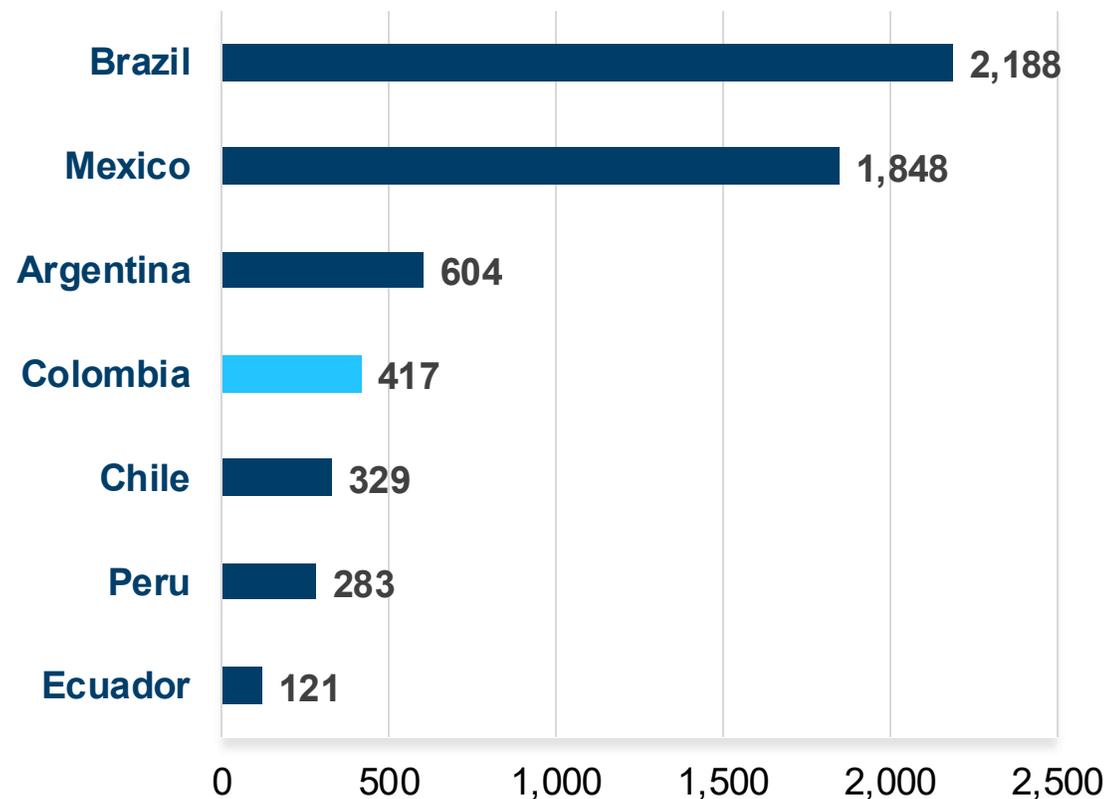
LATAM SUMMIT - PANAMÁ

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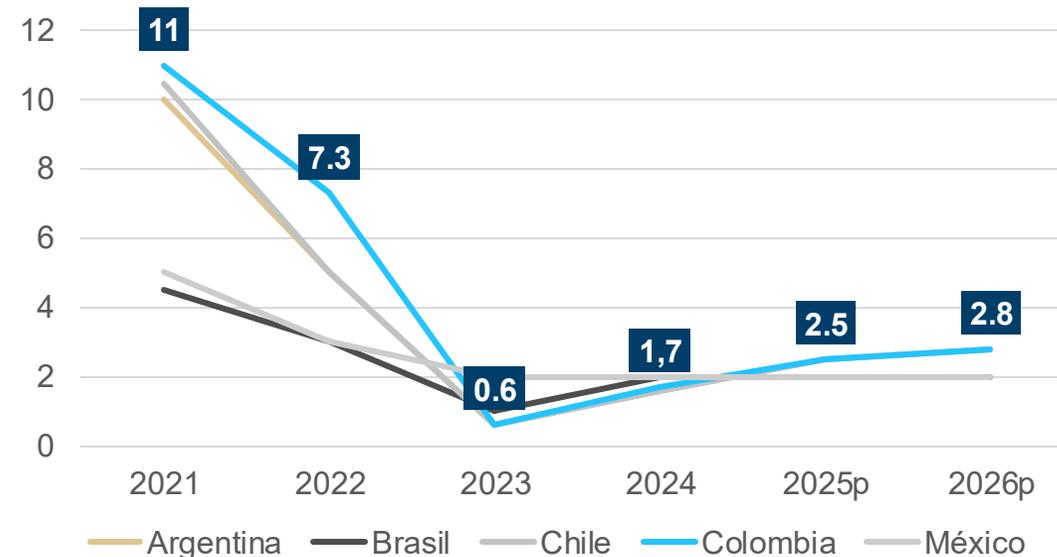
2025

One of the largest economies in the region.

Major economies of Latin America GDP (USD billion)



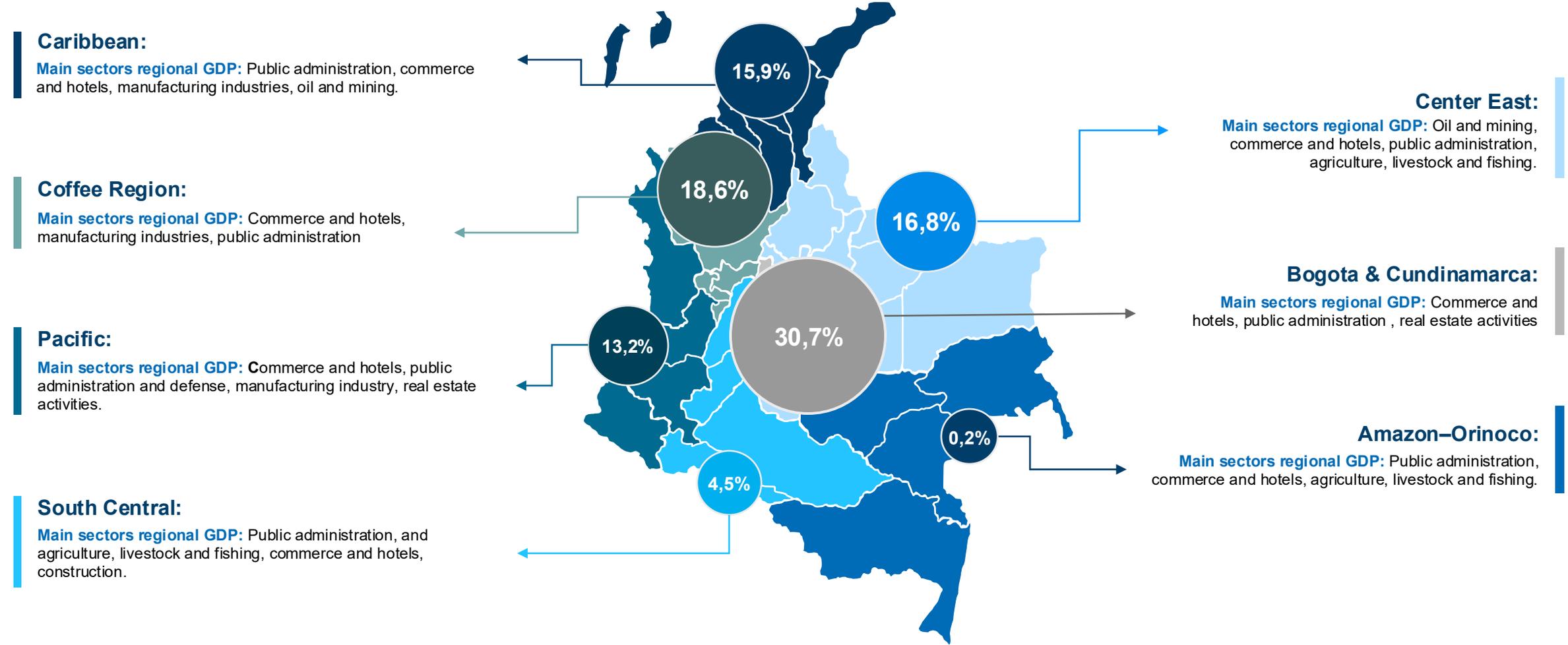
GDP growth projections (%) Major economies of Latin America



**GDP growth**  
2025 projections → 2,5%

**GDP growth**  
2026 projections → 2,8%

# A highly centralized market driven by Bogota



## Caribbean:

**Main sectors regional GDP:** Public administration, commerce and hotels, manufacturing industries, oil and mining.

## Coffee Region:

**Main sectors regional GDP:** Commerce and hotels, manufacturing industries, public administration

## Pacific:

**Main sectors regional GDP:** Commerce and hotels, public administration and defense, manufacturing industry, real estate activities.

## South Central:

**Main sectors regional GDP:** Public administration, and agriculture, livestock and fishing, commerce and hotels, construction.

## Center East:

**Main sectors regional GDP:** Oil and mining, commerce and hotels, public administration, agriculture, livestock and fishing.

## Bogota & Cundinamarca:

**Main sectors regional GDP:** Commerce and hotels, public administration, real estate activities

## Amazon-Orinoco:

**Main sectors regional GDP:** Public administration, commerce and hotels, agriculture, livestock and fishing.

# Our market

OVERVIEW OF COLOMBIA'S CORPORATE REAL ESTATE MARKET



# How the colombian market works



No licences needed for brokers or brokerage.



Multi landlord buildings, fragmented structure (partial ownership of the building)



Int & Nat Real estate funds growing in colombia



Institutional owners early stage (consolidating portfolios)



Limited exclusive rep (prefer vendor model)



# How the colombian market works



Large local multilatin corporation without a dedicated Real Estate Management Department.



MSA Master Service Agreement Global Accounts.



Main competitors on local accounts.



No restriction for foreign property



Double taxation agreements several countries (us - mx - sp)



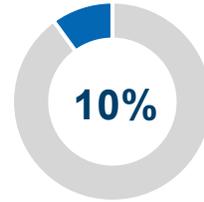
## Estimated industrial market share



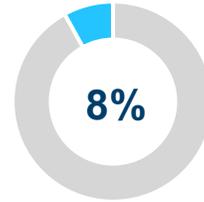
Landlords



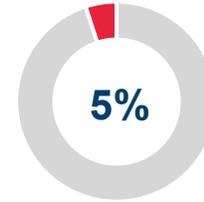
**CBRE**



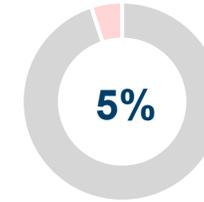
Colliers



**NEWMARK**



 **CUSHMAN & WAKEFIELD**

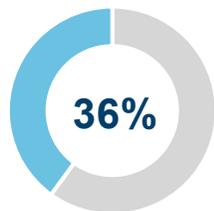


 **JLL**

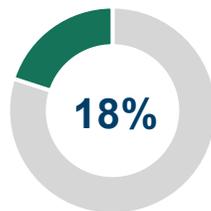


Others

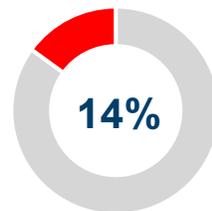
## Estimated office market share



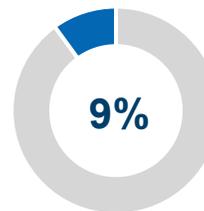
Landlords



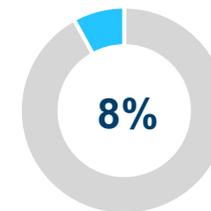
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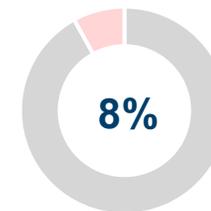
 **CUSHMAN & WAKEFIELD**



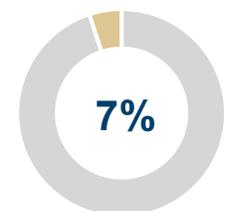
Colliers



**NEWMARK**

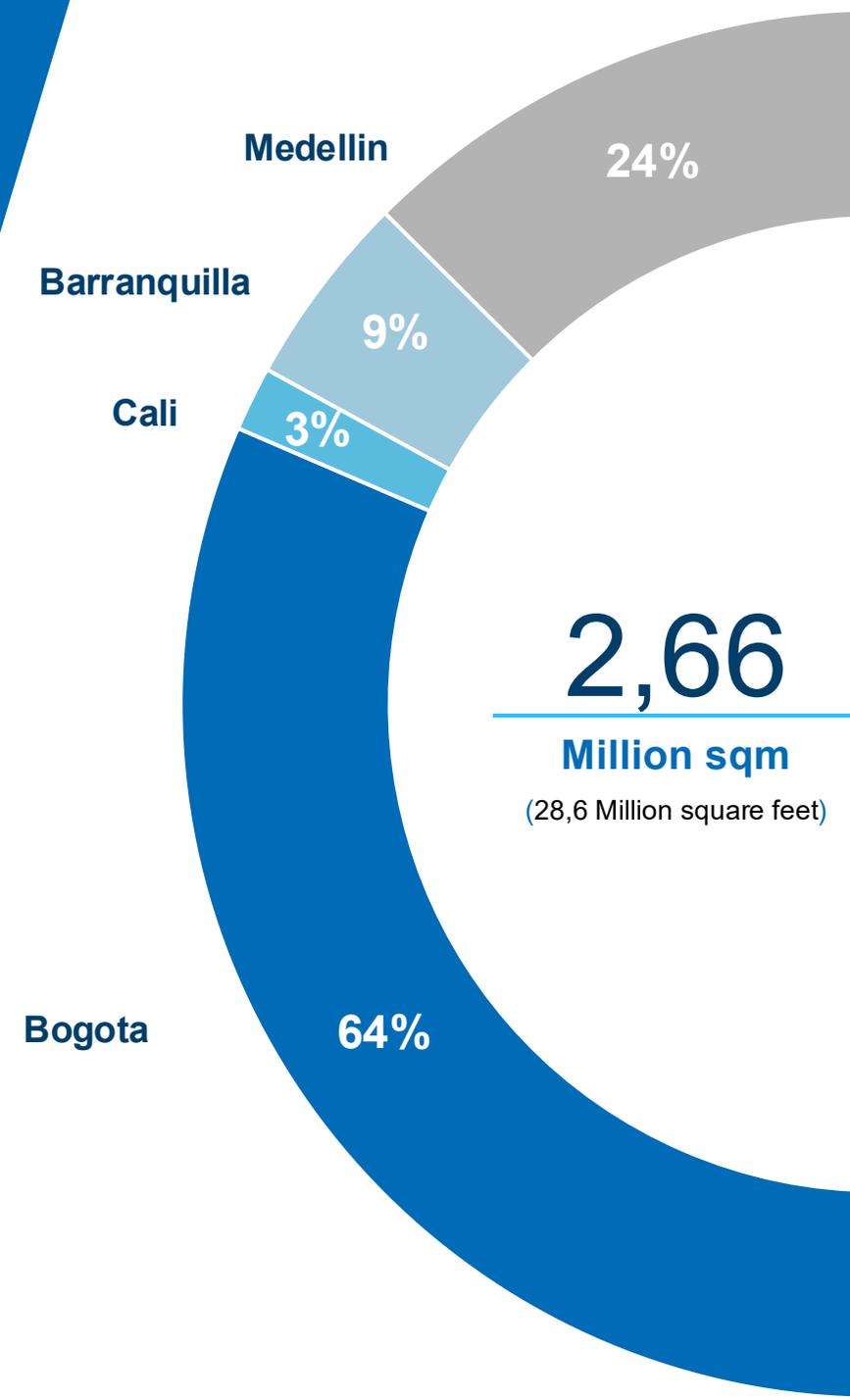
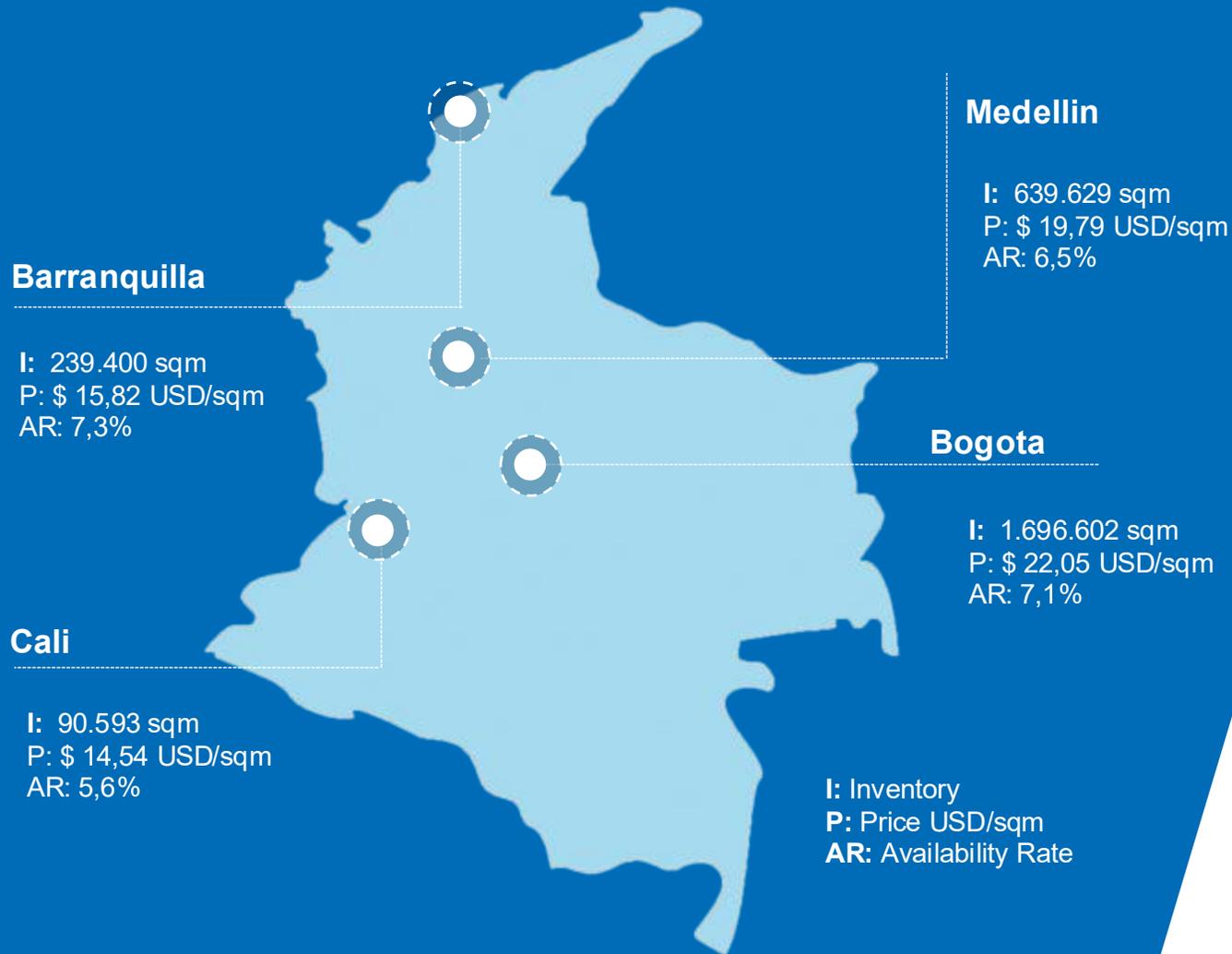


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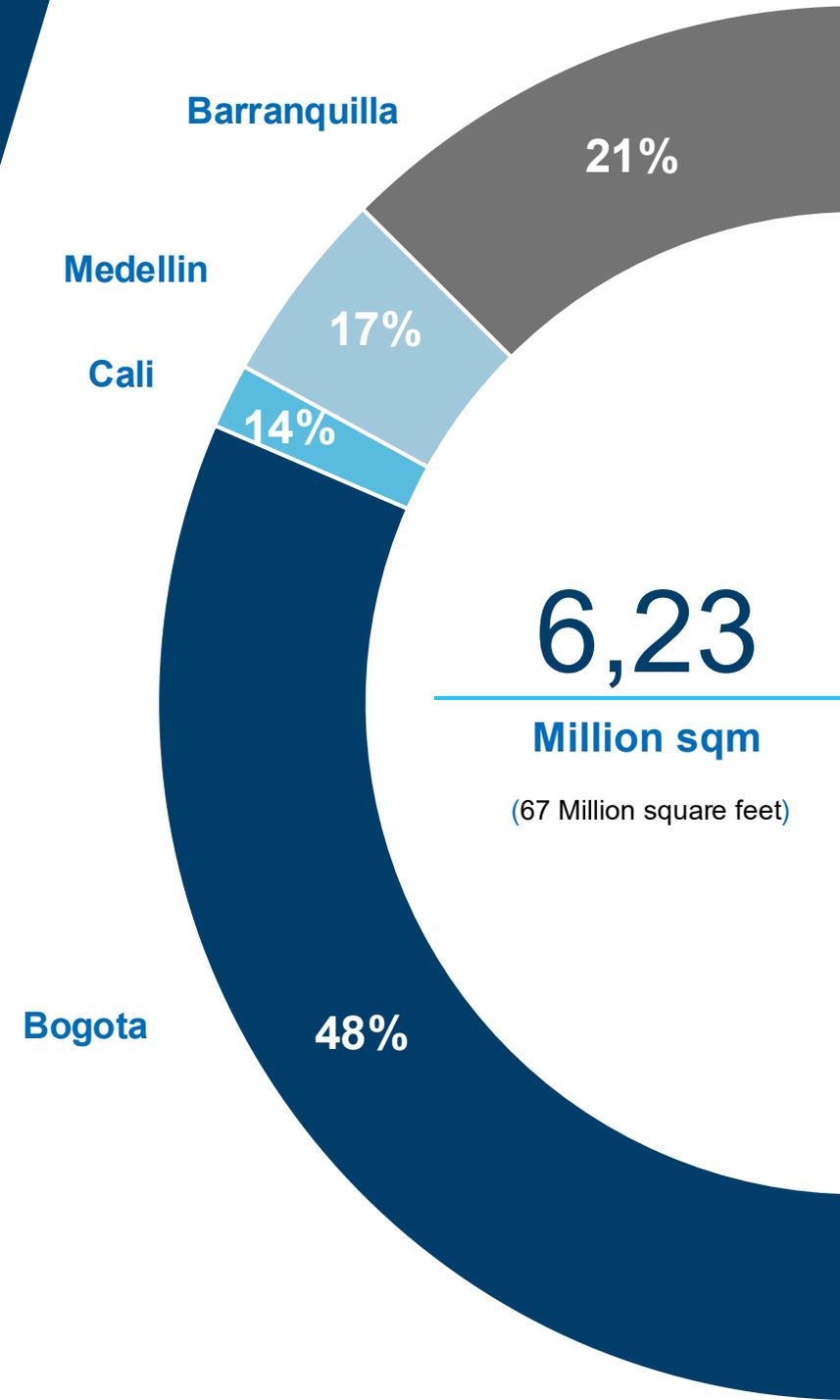
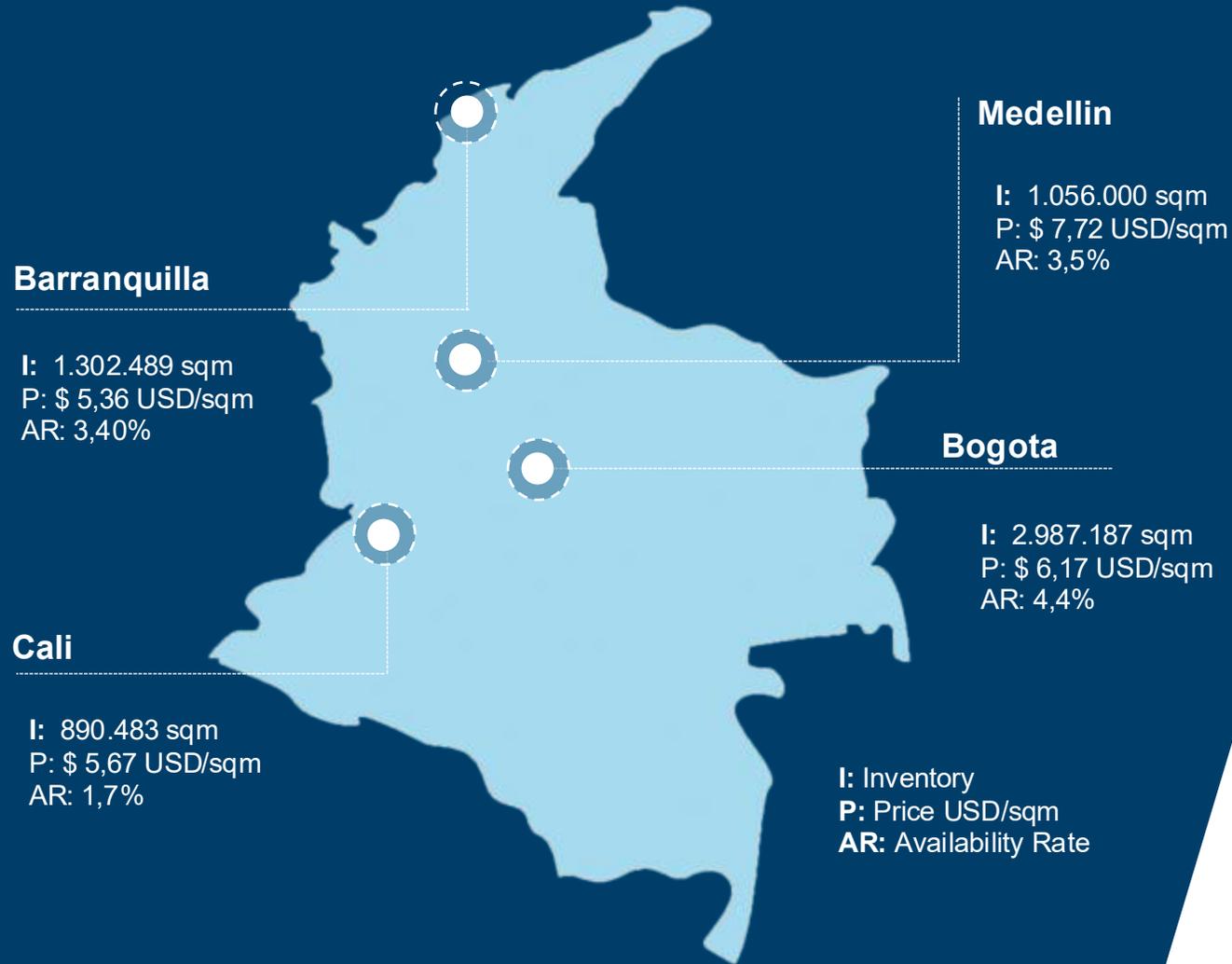


Others

# Overview offices market in Colombia



# Overview of industrial market in Colombia



# Newmark in Colombia

NEWMARK'S TRAJECTORY, FOOTPRINT, AND  
CAPABILITIES IN THE COUNTRY.



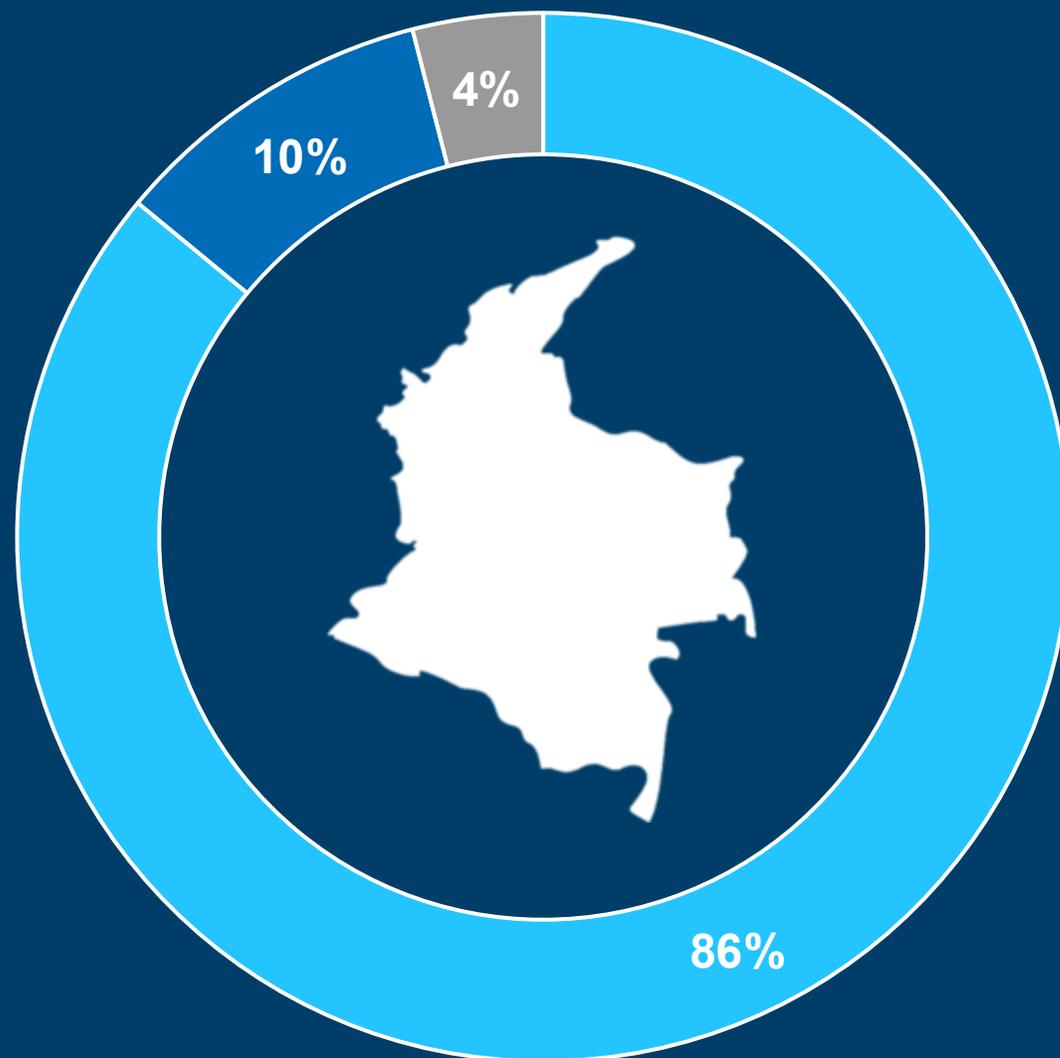
# Our team



From lead to deal



# What are the sources of our clients and transactions?

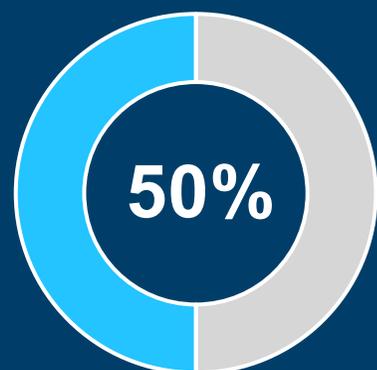


□ Broker Client Portfolio

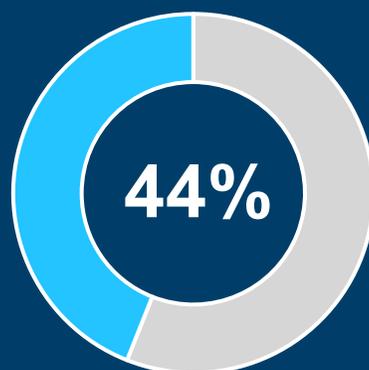
□ Marketing

■ Newmark Referrals

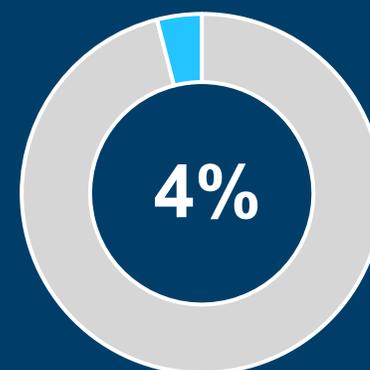
# Our clients by bussines lines



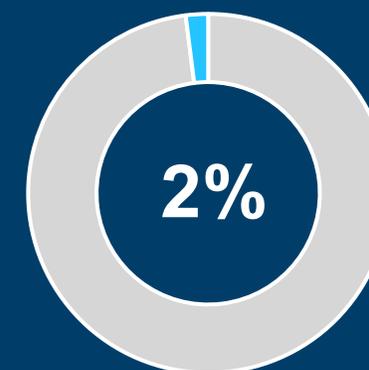
*Industrial*



*Offices*

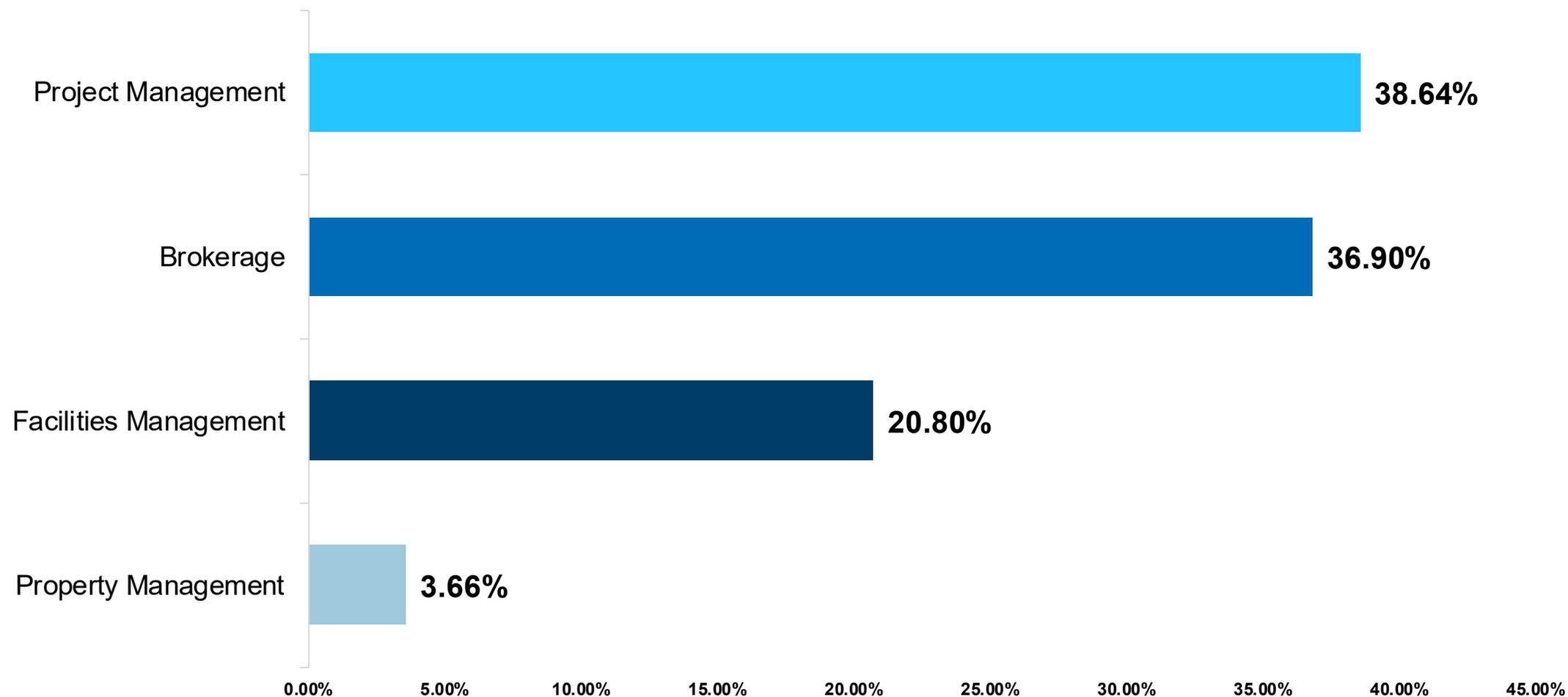


*Retail*



*Hospitality*

# Revenue stream 2020 - 2025



# Current pipeline & revenue stream forecast

## INDUSTRIAL



+25.000  
sqm



+5.000  
sqm



+52.000  
sqm



+126.000  
sqm



+60.000  
sqm



+22.000 sqm



+15.000 sqm

## OFFICES



+2.000  
sqm



+18.000  
sqm



+1.000  
sqm



+900  
sqm



+300  
sqm



+300  
sqm



+2000  
sqm

## RETAIL



+3.000  
sqm



+1.000  
sqm



+500  
sqm



+1.500  
sqm



+800  
sqm

# Regional Project Management Overview: LATAM & Caribbean



Newmark's growth in the South America & Caribbean region has been constantly growing within the last 5 year. Thanks to our experience on the region and great quality best in class partner we have been able to help our clients where competitors can not reach and delivering great service.



# Global Reach

## South America & Caribbean



### PROGRAM & PROJECT MANAGEMENT



**Tom Hundelt**  
*Executive Managing Director,  
Program and Project Management  
Atlanta, GA*



**Juan Esteban Zabala**  
*Southern Cone*



**Daniel Abaunza**  
*PM Colombia Regional*



**Angel Peña**  
*Dominican Republic*



**Johan Martinus**  
*Suriname*



**Terrence Sobers**  
*Barbados*



**Juan Carlos Rivera**  
*El Salvador*



**Ricardo Matsuda**  
*Brazil*



**Floencia Nardini**  
*Argentina*



**Nigel Aqui**  
*Trinidad & Tobago*



**Shalini Yagnarini**  
*Jamaica*

# Trajectory and clients

## Computrabajo

- 3 Projects
- Site Selection
- Project Management
- Project Feasibility
- Principal Services



- 4 Projects:
- Barbados, Suriname, Belice & Costa Rica

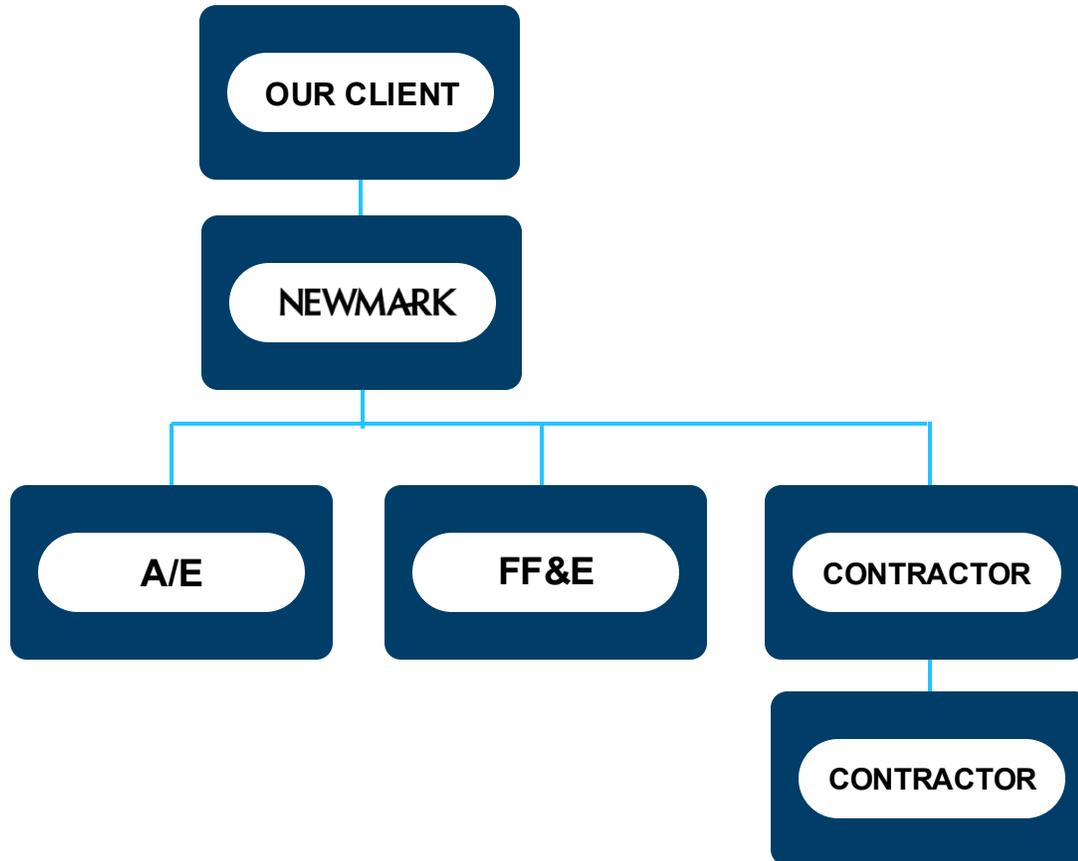


- 8 Projects:
- Barbados, El Salvador, Rep Dominicana, Trinidad & Tobago, Colombia, Argentina
- FM Services: R.Dominican, Mexico, Barbados, T&Tobago
- Cost Estimation, PM Services, Security Studies & Feasibility Reports for Development.



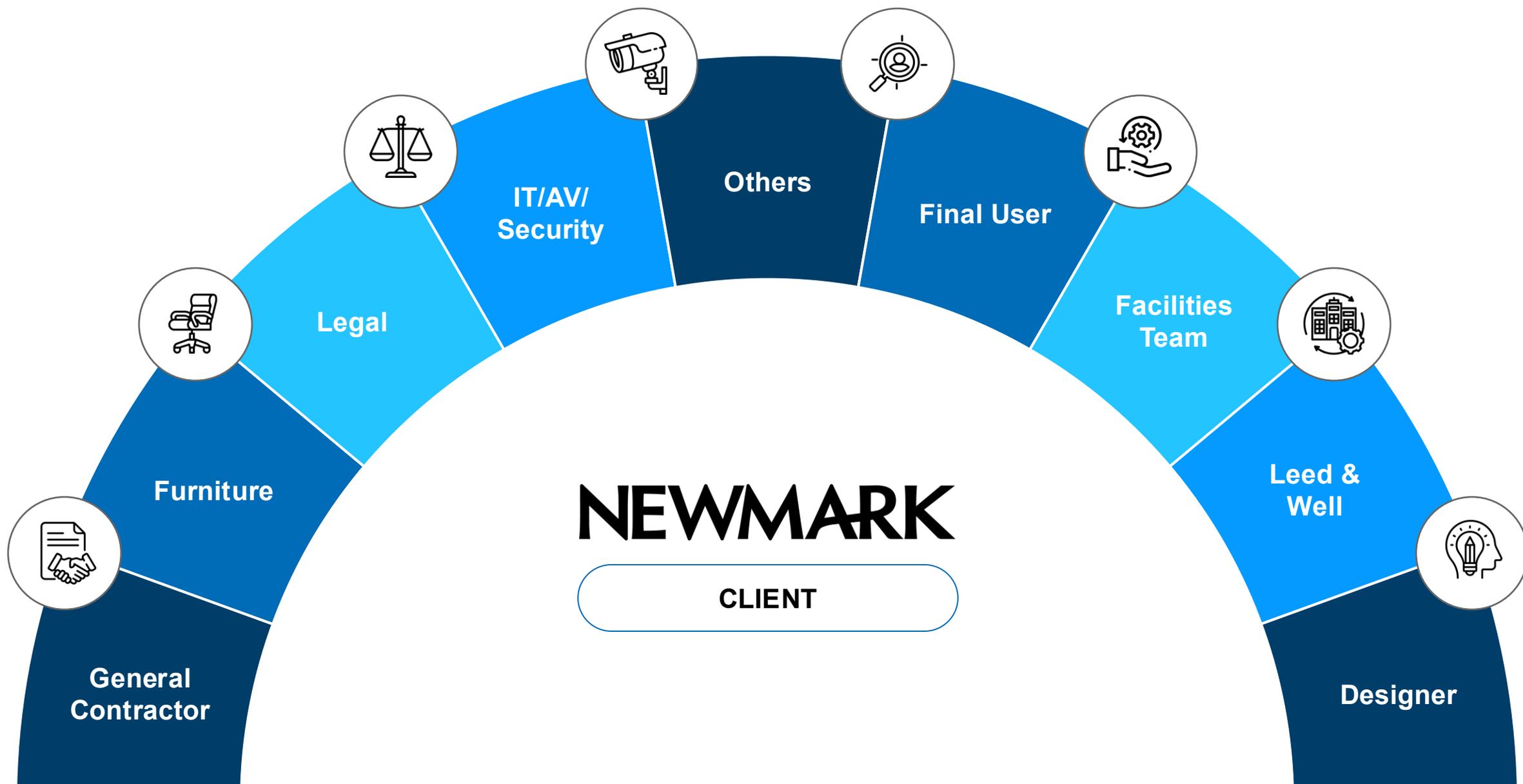
- 4 Projects
- Property Management Services
- Facilities Management Services
- Principal Services

# Full partner desing-build Newmark model



- Streamlined communication
- Time efficiency
- Cost savings
- Greater flexibility
- Quality Control
- Risk Management / All Approvals from Client
- Fixed Fee based on % of administration
- Local expertise / Clients gets to decide providers
- Transparency / Open Book

# Full partner model



# Coming for 2026



## InterAmerican Development Bank

- Belice Project
- Barbados Project
- Suriname Project
- Costa Rica Project



## Oriflame Bogota

- 345 sqm Project Bogota
- Full Partner Model



## Ramo Bogota

- 1000 sqm Offices
- Full Partner Model or PM Services



## CAF

- Barbados Project
- Trinidad & Tobago Project
- FM Bogota



## Tech Mahindra

- 3000 sqm Project Bogota
- LayOut Approved

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Thanks a lot!

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