

## The Collingwood Group's *Hedge Fund/PE Advisory*

As a Washington, D.C.-based firm with deep expertise in housing finance, industry insights and relationships, The Collingwood Group can help hedge funds and private equity firms (“Financial Sponsors”) navigate the on-going transformation of financial services and housing finance, and evaluate the potential impact of those changes on current investment strategies and holdings as well as the potential implications and opportunities for future allocations of investment capital.

To that end, The Collingwood Group is focused on assisting Financial Sponsors increase return on investment in real estate assets, mortgage backed securities, whole loans (single family, multi-family and commercial) and related infrastructure businesses. In addition, the group drives revenue growth and value creation for Sponsor-backed portfolio companies which provide business services across the entire real estate asset investment lifecycle, including asset identification, due diligence and pricing, data management, valuation, predictive modeling and analysis, fraud detection and forensics, underwriting, compliance, servicing (including special servicing), loss management, REO management and asset disposition.

### *The Collingwood Group can help Financial Sponsors:*

- Identify and evaluate differentiated investment opportunities, including the acquisition, management and disposition of whole loan, securities and REO portfolios, MSRs, mortgage finance businesses and other finance-related assets.
- Evaluate strategic service provider relationships, capabilities and performance, and implement remedial measures aimed at increasing performance, adding additional capabilities or replacing current providers to best support investment strategies and holdings and drive meaningful asset appreciation.
- Through its network of best-in-class service provider companies, architect, implement and manage an outsourced scalable and variable cost infrastructure platform to enable and support a Financial Sponsor's full lifecycle asset management, thus eliminating the need to build, finance and manage a vendor infrastructure and creating meaningful competitive advantages.
- Assist Financial Sponsors in identifying minority- and women-owned service providers who are best-in-class, have unique capabilities, and can support a Sponsor's existing and new business initiatives and activities.

- Assist Financial Sponsors with valuation and due diligence services to support whole loan, CMBS, RMBS, and CDO buy-back claims and indemnification requests.
- Drive revenue growth and value creation for portfolio companies by supporting the identification and execution of meaningful business opportunities with private and federal-sector entities directly and through the formation of partnerships and teaming of critical vendor and sub-servicing relationships.



## The Collingwood Group<sup>SM</sup>

The Collingwood Group provides advisory services and business development opportunities combined with access to decision makers, financial sponsors, corporate boards and senior industry executives. The firm's core focus is set on helping companies and investors in the financial services industry, utilizing its unique ability to combine the Partners' federal sector knowledge with nearly a century of combined private sector industry experience. Offering extraordinary perspective on federal agencies and private sector entities at the center of today's restructuring of financial services, The Collingwood Group's expertise spans all aspects of FHA financing programs, Ginnie Mae securitization activities; domestic and international secondary market activities and issues, risk and loss mitigation, primary and special servicing, vendor and talent management, and all elements of portfolio acquisition, property management and asset disposition.