



# *Malvern Advisors*

*Commercial Real Estate Consultant*



# *Malvern Advisors Overview*

*“Having the right information and experience is essential if you want to be able to make the best possible decisions.”*

Malvern Advisors provides Commercial Real Estate (CRE) investment strategies and risk management support. We host two types of clients; private high-net-worth investors; small to mid-size companies, banks and not-for-profit organizations.

- A comprehensive real estate consulting service with respect to the full range of CRE assets (Office, Retail, Flex, Industrial)
- Strong technical and business experience in strategic planning, capital markets and asset management
- Specialize in providing advisory services to clients in the commercial and corporate real estate sectors by offering them business strategies “Plans” that are tailored to navigate their risk profile within the present disruption in the real estate market

# *Malvern Advisors Overview*

## *Malvern Advisors believes*

- Our focus is on crafting strategies and solutions (“the Plan”) that are developed specifically for each client based on their unique financial or operational needs
- Clients that do not have a consistent, standardized, and validated approach for the analysis of their CRE exposure will be challenged to grow earnings and will lag in monitoring and adapting to changing credit risks
- The risk that clients take in commercial real estate (regardless of ownership) should mirror their overall risk philosophy
- There has been a major shift in the real estate paradigm. How we analyzed and managed CRE before will not work in the future

# *Malvern Advisors Overview*

## *Malvern Advisors provides*

- Business and Estate planning with respect to real estate holdings
- Analysis and due diligence for investment properties
- Access to debt and equity capital
- Strategic planning for underperforming, surplus and foreclosed / REO properties
- Asset Management and Portfolio Management
- Coordination of asset-related business processes that integrate information systems and adopt best-in-class practices
- Fee-based acquisition of real estate, including IRC § 1031 exchange properties

# *Malvern Advisors Capabilities*

*Our approach leverages decades of experience in commercial real estate with a knowledge of industry best practices and leading-edge methodologies to understand the unique aspects of your business so that we can develop a solution that helps you achieve your financial and risk objectives.*

## **Breadth of Knowledge**

- Knowledge of banking, real estate finance, investment and brokerage, development, and marketing to identify and evaluate real estate options
- Promotes the coordination of asset-related business processes across multiple business units that integrate information systems and adopt best-in-class practices

## **Analytics**

- Single-source, multidiscipline service that is rigorous, sophisticated and pragmatic
- Due diligence to support strategies and assist in feasibility and planning
- Expertise to maximize value in a full range of asset types and financial structures

## **Relationships**

- Valuable strategic alliances with professionals in the real estate industry

## *Next Steps*

- Meet with principles to review project
- Conduct operational and asset review
- Create plan outline and present proposal to client
- Consulting Agreement
- Execute the “Plan”

## *Malvern Advisors Contacts*

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# Glenn Blumenthal Bio



Glenn Blumenthal is a seasoned executive with more than 25 years of experience managing large-scale, geographically diverse, multi-sector real estate operations in all phases of business development, capital markets, acquisitions and dispositions as well as asset management. Mr. Blumenthal is known for his deal-making and negotiating skills and having a long-term perspective on operational performance.

In April 2008, Mr. Blumenthal founded a boutique consulting firm that provides commercial real estate asset management and restructuring advisory services that support financial institutions and investors .

Prior to this, Mr. Blumenthal co-founded and served as Chief Operating Officer for American Financial Realty Trust (NYSE:AFR), a publicly traded REIT focused on financial institution occupancy. In this capacity, he was responsible for acquisitions, marketing and property management as well as sales and leasing of a portfolio consisting of more than 1,000 properties in 32 states encompassing approximately 30 million square feet. He also served as a member of the Company's board of trustees from 2002-2007. Mr. Blumenthal managed the growth of this quickly growing REIT from a \$120 million private limited partnership to one of the leading REITs in the country. He helped increase the Company's enterprise value from approximately \$700 million in 2002 to approaching \$5 billion in 2005 and sold the company in 2008.

From 1992 until April 1999, Mr. Blumenthal was a Vice President at First Union National Bank (Wachovia Bank) responsible for acquisition and asset management of major offices, capital and expense budgeting and reporting. In this capacity, he oversaw the 1998 acquisition (by AFR) of 106 bank branches that First Union sold after its merger with CoreStates Bank.

From 1988 until 1992, Mr. Blumenthal was an asset manager with the Resolution Trust Corporation (RTC), a United States Government-owned asset management company, responsible for liquidating assets (primarily real estate-related assets, including mortgage loans) seized from Savings & Loan institutions.

He has a Bachelor of Arts in Business Economics from the College of Wooster, Wooster Ohio. He serves on the Executive Committee of Global Sport Academy and is a member of CoreNet Global; He also serves on the Auxiliary Board of T&E Cares.