

Corporate Real Estate

Service Areas & References

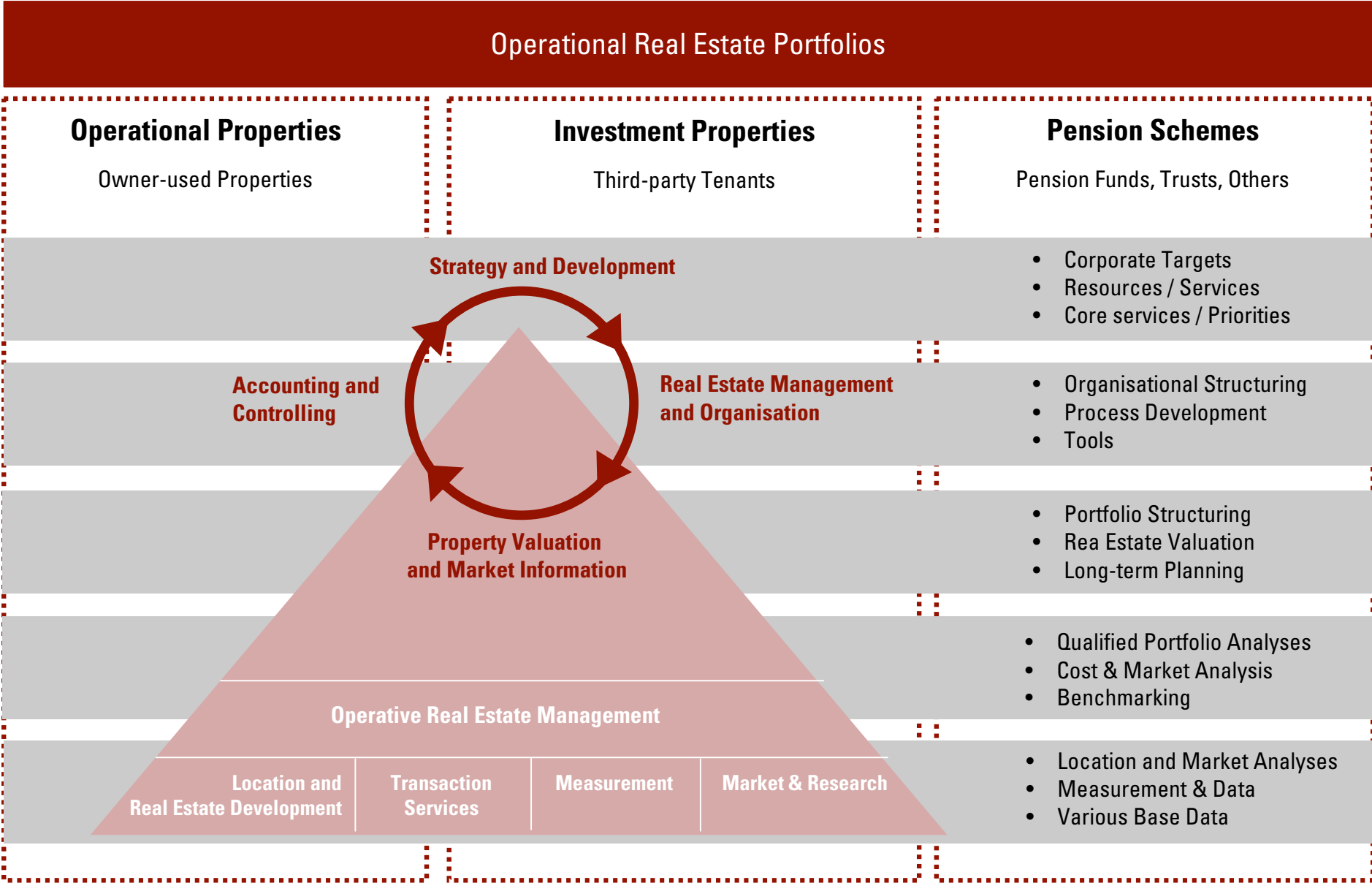


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Summary of Service Areas



Operational Properties

Investment Properties

Pension Schemes

Services

- Preparation of **basic information** and market information as a basis for strategies.
- Support / management / moderation of **strategy processes**.
- Analysis and formulation of framework as well as the quantitative and qualitative targets for the **strategy development**.
- Verification / testing of overall and sub-strategies, **fine-tuning** of long-term real estate strategies (business plan).
- Accompaniment during the **implementation** (formulation of guidelines, targets etc.).
- **Long-term development plans:** Estimation of required time as well as the resources and finance requirements, creation of a multi-year plan for the overall portfolio.

References

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| <ul style="list-style-type: none"> - SBB Real Estate
Sub-portfolio strategies - Baubedarf
Location analysis, market potential of outlet network - zb Zentralbahn
Analyse real estate portfolio and assessment of development potential of stations | <ul style="list-style-type: none"> - LIB-AG / Migros
Strategy for retail locations - Alfred Müller AG
Strategy support, estimation of location and market risks - City of Lucerne
Valuation and analysis for real estate strategy (financial assets) | <ul style="list-style-type: none"> - Various corporate pension funds & real estate companies
Analysis of real estate portfolio, investment strategy - z.B. SPIDA
Consultancy on organisation and strategy issues |
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Services

Operational Properties

Investment Properties

Pension Schemes

- **Structuring of the overall organisation** taking into account the overall framework, requirements and targets of the owners
- Evaluation and appraisal of possible **organisational models**, definition of functions / rolls, responsibilities / competencies and positions (i.e. jobs)
- Formulation of **specifications** and interfaces with the management/administration organisation, competency regulations, **formulation of process and duties** for the operative real estate management
- Conception, planning and realisation of efficient **area management systems** (measurement) and internal rent allocation models / **market rent models**

References

- **Sika Schweiz AG**
Support during establishment of real estate management
- **Metall Zug Group**
Restructuring of the real estate organisation
- **Mettler Toledo**
Corporate Real Estate positioning document

- **City of Winterthur**
Concept and realisation «Central Real Estate Management»
- **Real Estate Dept. Canton Zurich**
«Road Map» for the establishment of a cantonal real estate management

- **Pension Fund UBS, Publica**
Outsourcing prop. management
- **Pension Fund Basel-City**
Formulation of investment process
- **Migros Pension Fund**
Property management strategy
- **SUVA**
Second Opinion: Organisation

Operational Properties

Investment Properties

Pension Schemes

Services

- **Design and set-up** of controlling and real estate information systems (revenues and costs, market data, area data, performance comparisons).
- **Evaluation** of specific IT solutions and introduction of appropriate systems.
- Comprehensive **portfolio analyses** – Income (yields), letting situation, portfolio risks, potential etc.
- Design and constitution of **reporting systems** and periodic reporting.
- **Comparables and market data** (Benchmarking) for area costs, revenues, upkeep and commercial management performance.

References

- **Alstom (Schweiz) AG**
Creation of rental pricing model and invoicing, location analyses etc.
- **Novartis Pharma AG** Property
Benchmarking (revenues and costs), Conception of Facility Management Report

- **Coop Immobilien AG**
Introduction of Market rents
- **Pensimo Management AG**
Design and realisation real estate controlling
- **Various Clients**
Supply of benchmark data

- **Pension Fund UBS**
Design and realisation
- **Pension Fund Solothurn**
Evaluation of MIS Tool
- **Various Pension Funds**
Supply of benchmark data

Operational Properties

Investment Properties

Pension Schemes

Services

- **Qualified Analysis and Structuring** of real estate portfolios by attribute i.e. use, efficiency, location, sales potential etc. Development of suitable strategies for sub-portfolios.
- **Analyses of Potential** and development of usage, optimisation and investment strategies whilst taking into account the real estate market and/or market suitability.
- **Portfolio Valuation - Market Value:** Determination of market values for investment properties using the DCF method, scenario valuations.
- **Stock Census:** recording of qualified real estate characteristics (key data, analyses of strengths and weaknesses, uses and areas, condition, etc.).

References

- | | | |
|---|---|---|
| <ul style="list-style-type: none"> - Siemens Schweiz AG
Location Development
Valuation of Sales Objects - CRH Gétaz Group
Valuation and addition of properties (German & French CH) - Unigerim SA
Valuation of the properties belonging to Genolier SMN | <ul style="list-style-type: none"> - HIAG
Property Measurement - Canon Schweiz AG
Property Valuation - Municipality of Adliswil :
Property Census | <ul style="list-style-type: none"> - Various corporate pension funds & real estate companies
Portfolio analyses and valuations - e.g. Pension Fund UBS
Portfolio analyses, real estate strategy definition and development of controlling |
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Operational Properties

Investment Properties

Pension Schemes

Services

- **Long-run Planning of Liquidation Processes** - Analysis of the liquidation portfolio, appraisal of market prospects and interested parties, planning of the liquidation process taking into account the available resources, market prospects, etc.
- **Sales Process Design** - Development of structured, efficient sales process through the definition of standardised processes and uniform sales documentation; Resource planning (mandates, specifications and performance guidelines).
- **Project Management** - Operative project management or specialised support during real estate transactions (coordination, sales planning, controlling etc.).

References

Support of three to six real estate transactions per year; for example:

- **Burkhalter AG**
Support of sale and rent-back of the corporate properties
- **Ascom Schweiz**
Sale and rent-back of operational properties
- **Apalux AG**
Sale of non-essential operational properties to a trading company

Operational Properties

Investment Properties

Pension Schemes

Services

- Location and **Market Analyses**: Analysis of the macro location, competition, micro location; city, district and neighbourhood developments.
- Property and **Site Analyses**: Assessment of stock; estimation of the development potential of complex sites.
- **Strategic Planning** of Projects: Usage concepts, feasibility studies, identification and testing of development strategies.
- Organisation and execution of **Competition Processes**; owner representation over the complete real estate development process.

References

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|--|--|---|
| <ul style="list-style-type: none"> - Carl Spaeter AG
Assessment of potential for operational locations - 3M (Schweiz) AG
Assessment of operational locations - Alstom (Schweiz) AG
2nd opinion new-build project & principles for general contractor | <ul style="list-style-type: none"> - EBN Immobilien AG
Development of former operational properties - Vivico Real Estate
Consulting during development of former DB-Site, Basel - RehaClinic AG
Consulting during development of various locations | <ul style="list-style-type: none"> - Municipality of Baden
Development concept - City of Aarau
Development concept «Scheibenschachen», - Rheinfelden
Development concept Weiherfeld |
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Operational Properties

Investment Properties

Pension Schemes

Services

- Assessment and valuation of individual properties: **Special Properties** such as industrial, logistics, builder's merchant wholesale markets etc. Assessment of land reserves.
- **Rent Assessments:** Property and location potential, examination of rental contracts (fit-out regulations; operating costs regulations).
- **Benchmarking** for projects and portfolio/stock properties: area efficiency, operational and upkeep requirements, investment requirements.
- Valuation and testing in **Scenarios:** Sensitivity analyses, production of decision-making documentation.

References

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|---|---|---|
| <ul style="list-style-type: none"> - EGL, Laufenburg
Assessment of operational building in Laufen - Fiege Schweiz AG
Valuation of various logistics properties - Kühne AG
Valuation of headquarters | <ul style="list-style-type: none"> - Bezirkskanzlei Höfe, SZ
Design and consultation for leaseback contract for a hospital property - AWEL, ZH
Valuation and assessment of von hazardous waste sites - Various Hospitals
Valuation asset & market value | <ul style="list-style-type: none"> - Various Clients
Valuation and assessment of special properties, easements, rental contracts, land reserves, etc. |
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Wüest & Partner

Contact Information

Wüest & Partner



Wüest & Partner AG

Gotthardstrasse 6
CH-8002 Zürich
Tel. +41 44 289 90 00
Fax +41 44 289 90 01
zurich@wuestundpartner.com



Matthias Arioli

Dipl. Bauingenieur ETH/SIA
Exec. Master of Management
of Technology
Partner
arioli@wuestundpartner.com
044 289 90 34



Matthias Haag

Dr. sc. techn. ETH
Dipl. Architekt ETH/SIA
Partner
haag@wuestundpartner.com
044 289 90 06



Patrik Schmid

Chartered Surveyor MRICS
Dipl. Architekt ETH/SIA
MAS MTEC/BWI ETHZ
Designierter Partner
schmid@wuestundpartner.com
044 289 91 70

You can contact Wüest & Partner at any of our four locations in Zurich, Geneva, Frankfurt and Berlin.