



Wüest & Partner and «Operational Real Estate»

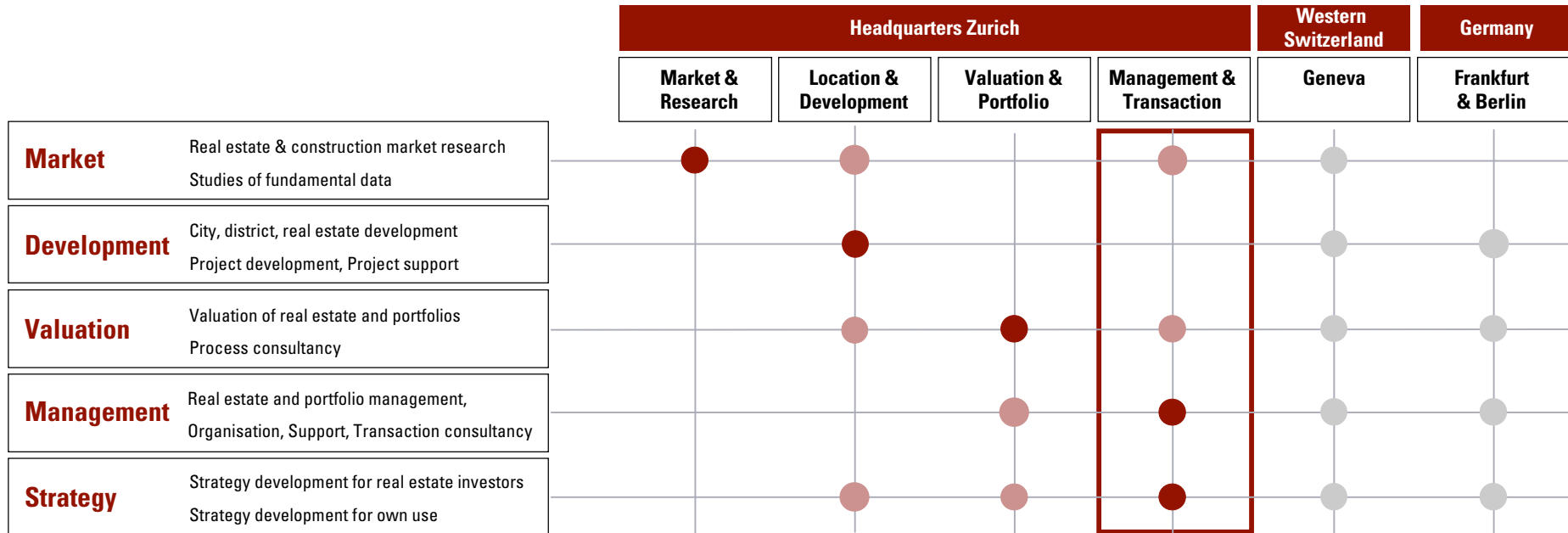
Spring 2010

Wüest & Partner

Short Profile Wüest & Partner

Focus

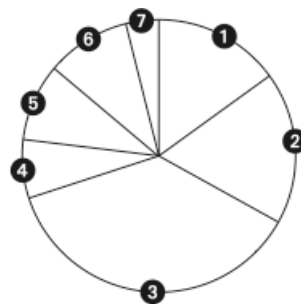
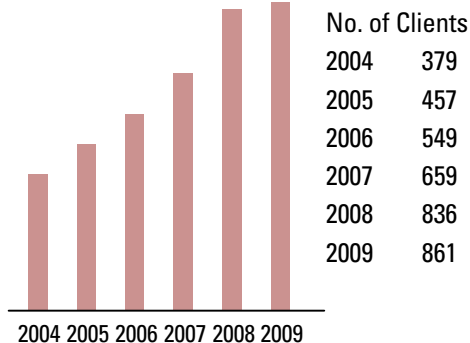
- Leading consultancy focused upon Real Estate and Construction Markets
- Headquarters in Zurich, further offices in Geneva, Frankfurt and Berlin
- Specialised in consulting areas Market, Development, Valuation, Management und Strategy
- Familiarity with current challenges and possible solutions
- Unique depth of data regarding the real estate and construction markets within Switzerland



Short-Profile Wüest & Partner

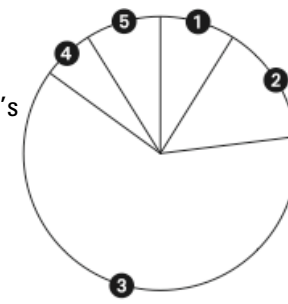
Activity Areas and Customers

- In the business year 2009 approximately 1'800 projects were undertaken for over 850 clients
- The generated consultancy fees for 2009 totalled about CHF 26.3 million.
- Young and multidisciplinary consulting team with about 120 employees
- Development, valuation and management issues lie at the centre of our activities
- Impulse from commercial clients, including: Institutional, financial and construction professionals
- Strengthened international presence supported by «new» offices



Clients 2009 (Turnover)

- ① Banks
- ② Pension Funds, Insurance Co's
- ③ Investment Companies
- ④ Development Companies
- ⑤ Other Corporate Clients
- ⑥ Public Authorities
- ⑦ Private Clients



Consulting Fields 2009

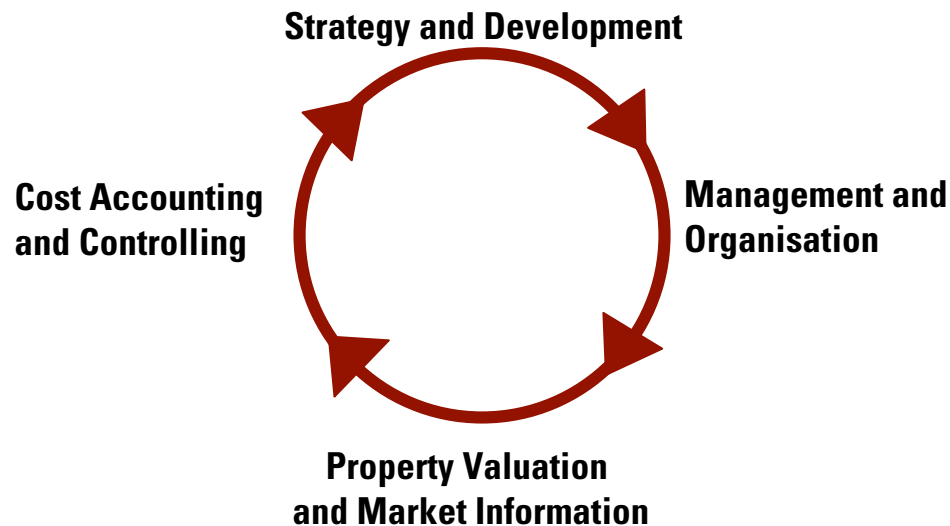
- ① Market
- ② Development
- ③ Valuation
- ④ Strategy
- ⑤ Management

Services for Operational Real Estate Portfolios

Consulting Focus «Corporate Real Estate»

Wüest & Partner

Independent consulting and support of the **decision-makers** for the management and development of **operational real estate**.



Consulting

As an independent **consultancy** Wüest & Partner is singularly committed to the requirements and targets of the client.

Decision-makers

Our customers are **decision-makers** responsible for the creation and steering of real estate management with challenges focusing on strategy, organisation and controlling.

Operational Real Estate

We are competent partners for **all areas of operational real estate** including industry, trade, service industries, public service provision, transport, health ...

Dienstleistungen Betriebliche Immobilienportfolios

Selection of Projects

Wüest & Partner

Real Estate Strategy and Development

- **SBB Real Estate**
- **Baubedarf**
- **zb Zentralbahn**

Sub-portfolio strategy; Location development; Spatial and Market information
Analysis and location strategy for subsidiary network in German Switzerland
Analysis of the real estate portfolio and the development potential of stations

Management and Organisation

- **Sika Schweiz**
- **Metall Zug Group**
- **Mettler Toledo**

Support during establishment of real estate managements; locational strategies
Restructuring of the real estate organisation
Corporate Real Estate positioning document

Cost Accounting and Controlling

- **Alstom Schweiz**
- **Novartis Pharma**
- **Coop Real Estate**

Creation of rental pricing model and invoicing; Financial accounting questions
Establishing a FM Report; Benchmarking (Revenues & Costs); Rent Appraisal
Data for the introduction of market rents

Real Estate Valuation and Market Information

- **Siemens Schweiz**
- **CRH Gétaz Group**
- **Unigerim SA**

Location strategies; Development of locations and valuation of properties
Inventory and valuation of all properties (German and Western Switzerland)
Valuation of all GSMN hospital properties

Support for Real Estate Transactions

- **Burkhalter AG**
- **Ascom Schweiz**
- **Apalux AG**

Sales support and rent back of corporate properties
Sales support and sale-and-leaseback of the operational properties
Sale of the non-essential properties of a trading company

Further Corporate Clients

ABB, Alcan, Bachofen, Belimed, Canon, Carl Später AG, Fiege, Heineken, Hilti, Holcim, LiB-AG (Migros), 3M, Mannesmann, NSA, Post Immobilien, Sun Chemical, Stöckli Swiss Sports, Tecan, UBS etc.

Wüest & Partner

Contact Information

Wüest & Partner



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