

**Delivering
Global Real Estate
Solutions**



- Advisory/Consulting
- Disposals
- Location Consulting, Property Acquisition and Logistics
- Project/Construction Management
- Facilities/Property Management
- Financial Services
- Global Asset Recovery: Machinery and Equipment

International Property Consultants



Integrating solutions worldwide

Binswanger has successfully implemented global real estate strategies for some of the world's most demanding multinational clients. Through 160 offices and 5,200 people, we span the globe. Our real estate professionals traverse varied political and economic landscapes, crossing borders, cultures and language barriers, to meet the needs of our clients.

Time-tested real estate experience and a centralized management structure make us a uniquely agile and dynamic service provider. Real estate has an impact on every aspect of an enterprise: human resources, finance, operations, strategic planning and delivery. As your business changes, we adapt our fully integrated services to meet our clients' changing needs.

Focusing on the client

We strive for the highest level of client satisfaction by setting out to exceed expectations. Binswanger's customized, efficient and innovative solutions for the entire spectrum of requirements are unmatched.

Our real estate experts thoroughly examine the circumstances of an assignment, define its specific parameters and then determine the best course of action. Finally, we use this highly detailed information to devise a program tailor-made to fit the assignment.

Covering every market

We offer a truly centralized structure and an unyielding commitment to our clients no matter where tomorrow may take them. Whether the project is 200 square meters or 200,000 square meters located in downtown Mumbai or a small town in the U.S. or China, Binswanger has knowledgeable professionals in the local market.

Through a seamless communication network, we create a managed environment of information sharing and a unified force of real estate professionals committed to common goals and procedures. Binswanger stands ready to coordinate a project anywhere in the world.

Precise performance and vast expertise

Complex real estate problems require vast expertise. Binswanger was founded on a tradition of ingenuity and tireless commitment to finding solutions. To this day, the corporate philosophy remains unchanged: hands-on coverage of every market, regardless of size or location, backed by an unmatched depth of global real estate experience.



This unique combination makes us equally effective for single property operations looking to relocate or for multinational corporations seeking comprehensive portfolio management of globally dispersed assets.

Binswanger also understands that solving a real estate problem may or may not solve the client's real problem. Understanding our client's overall strategy is essential to performance. We begin every process we undertake by learning the underlying motivations, success factors and obstacles to the desired goal.

Whether our clients' real estate requirements take them around the corner or around the world, Binswanger is capable of creating the optimal team to get them there.

Directing projects with personalized services

Characterized by a truly unique structure, Binswanger centralizes the local market insight of our professionals, spread over five continents, through a single point of contact. We then maximize our ability to deliver the highest quality service to our clients by offering a comprehensive suite of fully integrated real estate services.



Binswanger works closely with each client to determine specific goals, along with potential obstacles and project constraints. We then assemble a team of experts with diverse viewpoints and backgrounds to develop the most comprehensive and proactive solution.

We understand that corporate and institutional real estate requirements are in a constant state of flux. By fully integrating our services and centralizing information, we can provide clients with the power to make quick, sound decisions for the future.



Meeting challenges with speed and ingenuity



No two companies are the same, and neither are their real estate portfolios or needs. Our highest priority is creating the perfect combination of coordinated personnel and integrated services to meet the challenge. The key component to delivering superior service is a complete understanding of the client's real estate needs in relation to the overall business objective. We extend a dedicated, personal commitment to each and every client and work tirelessly on their behalf.

Binswanger's expertise is not limited to real estate, as our professionals possess diverse backgrounds in the world's largest industry segments. Through our pioneering Special Project Teams, we channel the industry-specific knowledge of these interdisciplinary experts and the information generated by our global sales force into best-in-class client services. We have Special Project Teams for the semiconductor, pharmaceutical, food and distribution industries just to name a few. These progressive niche service teams lend an insider's understanding of key trends currently affecting specific industries and render the kind of client-specific information that is essential to strategic real estate decisions.

Global services



Bata India Ltd.
Gurgaon (Delhi)



Comcast
New York, NY



Serono Labs
Hamamatsu,
Japan



Schering-Plough Korea
Kumi, Korea



Valeo
Auburn Hills, MI



Motorola
Bathgate, UK

Combining knowledgeable professionals and extensive international resources, Binswanger offers a complete range of fully integrated real estate services to meet our client's needs anywhere in the world.

Advisory/Consulting

From complete portfolio management and cost reduction strategies, to the impact of individual real estate holdings on balance sheets, Binswanger has advisors and consultants capable of expert guidance on an array of real estate projects.

Disposals

Finding an occupant for empty space, whether through sale or lease of manufacturing, distribution or commercial space, is both art and science. We combine experts in the creation of sophisticated marketing plans targeted to the best-suited users with a strong sales force focused on finding prospects and closing transactions. If a property produces income, or has the potential to do so, we create advanced models designed to help the most appropriate investors develop the optimal financial structure for our client.

Location Consulting, Property Acquisition and Logistics

There are many distinct variables to consider when seeking a new business site for either relocation or expansion. Our location consulting experts carefully examine the client's business objectives, real estate market conditions, local infrastructure and a host of other factors to determine where to focus. We then lead a very structured process, which allows the client to make informed comparisons and priority trade-offs to arrive at the optimal solution. Our logistics experts evaluate each asset within the context of the entire real estate portfolio to ensure that maximum supply chain efficiencies are being achieved.

Project/Construction Management

The danger of small oversights that cause large expenditures is always present during any construction process. Our seasoned professionals work diligently to provide cost controls through every phase of the project. We strive to deliver a final project on-time and on-budget that exceeds our client's quality standards.

Rohm & Haas
Chicago, Illinois





Global services (continued)

Facilities/Property Management

Operating a property efficiently implies not only focusing on cost but also ensuring that the quality levels exceed expectations. Bearing in mind both the nuances of the facility and the interests of ownership, we implement innovative solutions designed to enhance value. Moreover, we employ sophisticated monitoring as well as measuring and reporting processes to oversee the daily operations of the building and ensure smooth execution.

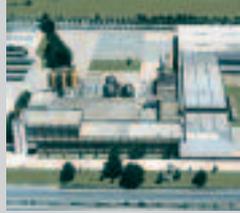
Financial Services

Now viewed as a “fluid” rather than a “fixed” asset, real estate plays a very active role in the bottom line. Optimizing value can be achieved in a number of creative ways. Binswanger maintains ongoing relationships with leaders in the financial community and creates prime financial solutions, arranging sales, purchases, sale/leasebacks, refinancing and mortgage placement transactions.

Global Asset Recovery: Machinery and Equipment

When viewed in combination with the facility, the equipment within the facility may have more value than it would alone. Binswanger has joined forces with asset management leaders Michael Fox International, Inc. and Henry Butcher International, Ltd. (MHB) to provide best-in-class asset disposition strategies. MHB can tailor asset recovery programs designed to meet specific time frames and provide maximum return on investment. We garner top value for real estate, and machinery and equipment through careful selection of the optimal disposition method, including traditional sales, auctions, online and web cast sales and sealed bid sales.

Coors
Brewing Co.
Zaragoza,
Spain



HITACHI
Irving, Texas



Shell
Venezuela



Basf
Imigrantes
São Bernardo
do Campo,
Brazil



Walmart
Ontario,
California

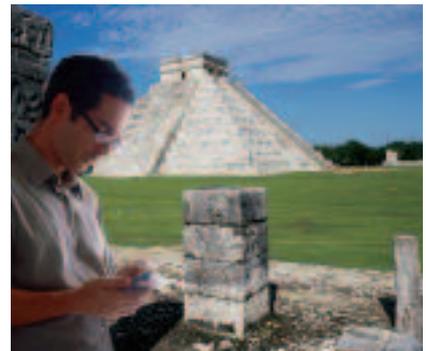


12 Help St.
Australia



Communicating worldwide with innovative technology

Competition continues to drive change in the business world, and implementing advanced technologies can mean the difference between keeping pace and leading. Binswanger has made a dedicated commitment to a state-of-the-art communications infrastructure that puts the necessary information literally at the fingertips of our real estate professionals. This unlimited yet secure access to information allows us to deliver service to our clients across countries and time zones with an unmatched level of excellence.



Binswanger has built a web-based repository that centralizes all of the data and information generated through contact with our clients and alliances around the globe. Our sales force has access to up-to-the-minute activity details, legal documents, and full contact information on a client's account at any time from any place with an Internet connection. This comprehensive prospect and proprietary database greatly enhances our single contact management structure and, in turn, facilitates first-class service.

Innovation is not limited to our internal systems. Communicating and sharing information with clients, prospects and other interested parties is also extremely important. We are continually testing new ways to market and manage projects. We provide technology capable of allowing teams of individuals to work efficiently together across geography and time zones.

Proven expertise
Integrated services
Worldwide market coverage
State-of-the-art technology

Binswanger connects the globe.



Partial Client List

3M	Domino's Pizza	Nextel
Abbott Laboratories	Dow Chemical	Novartis
AGIP	Dresdner Bank AG	NCR
Alcatel	Duke Energy	Northrop Grumman
Allianz AG	ExxonMobil	Nippondenso
Alfa Lavel	Ferragamo	Nissin Foods
Amgen	FMC	Ogilvy & Mather
Anheuser-Busch	Fujitsu/ICL	Olivetti
Aramark	General Electric Co.	PECO Energy
ARES	General Mills	Peugeot
AT&T	Gerber	Procter & Gamble
Aventis	Goldman Sachs	Prudential
Banco Popular	Goodyear	QVC
Bank of America	Henkel	Renault
Bank of Tokyo-Mitsubishi	Hettich America	Revlon
BASF	Hitachi	Rohm & Haas
Bass	HOCHTIEF	Sanofi-Synthelabo
Bayer	Hoffmann-LaRoche	Sara Lee
Boeing	Home Shopping Network	Schlumberger
Bombardier	Intel	Shell
BP Amoco	Johnson & Johnson	Sheraton Hotels
Briggs & Stratton	J.P. Morgan Chase	Siemens AG
British Airways	Kan Am International	SKF
Bristol-Myers Squibb	Keebler	Sony
Cadbury Schweppes	Kohlberg Kravis Roberts	State Farm Insurance
Canada Life Insurance Co.	Kohler	Sunoco
Campbell Soup Company	Kohls	Swiss Air
Caterpillar	Kraft Foods	Target
Citigroup	Lintas	TDK
Coca Cola Bottling Co. Consolidated	Mannesmann AG	Telair
Comcast	Marsh & McLennan	Texas Instruments
Coors	Masco Corp.	The Kroger Co.
Credit Suisse First Boston	Matsushita	ThyssenKrupp
Crown Cork & Seal Company	Microchip	Toshiba
Cummins Engine	Maytag	Tyco
Daewoo	MBNA	Unilever
Dana Corporation	McKinsey	Unisys
Danaher	MetLife	UPS
Dannone	Metrovacesa	Valeo
Deere & Co.	Michelin Tire Corporation	VF Corporation
Degussa	Morton International	Wal-Mart
Dell Computer	Motorola	Wyeth
Deutsche Telekom AG	New Holland	Yves Rocher

**Do not go where the path may lead,
go instead where there is no path
and leave a trail.**

—Ralph Waldo Emerson



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