

# INDUSTRIAL & LOGISTICS SERVICES

## ASIA

# CORPORATE OVERVIEW



CB Richard Ellis, an S&P 500 company headquartered in Los Angeles, is the world's largest commercial real estate services firm (in terms of 2009 revenue). With approximately 29,000\* employees, CB Richard Ellis serves real estate owners, investors and occupiers through more than 300\* offices worldwide.

As the global leader in commercial real estate with more than 200 years of experience, CB Richard Ellis is the one company that can offer thousands of possibilities through a single strategic advisor. With an unmatched Asian network of more than 50 offices throughout the region, encompassing Hong Kong, Macau, Beijing, Shanghai, Guangzhou, Shenzhen, Hangzhou, Chengdu, Tianjin, Dalian, Qingdao, Wuhan, Shenyang, Chongqing, Taiwan, Cambodia, India, Indonesia, Japan, Korea, Malaysia, Philippines, Singapore, Thailand and Vietnam, we are

able to develop local market intelligence into measurable results for clients in these dynamic growth markets.

We make it our priority to know your business and research the dynamics of your marketplace, focusing on aligning your real estate requirements with your overall business objectives. This is how we build long-lasting relationships which can quickly adapt in this new world of rapid change.

Every day, around the globe, we apply our insight, experience, intelligence and resources to help our clients make the most informed real estate decisions. You can count on CB Richard Ellis to offer the broadest scope of services scaled to meet our clients' demand, with a global reach able to penetrate any local market.

\* excluding affiliates

# KNOWLEDGE



CB Richard Ellis Industrial & Logistics Services represents the leading industrial services platform in Asia – with specialist industrial real estate professionals in all significant markets throughout the region.

Our global reach, local expertise and unmatched real estate services platform combine to create a distinct advantage in executing real estate strategies that address the unique requirements of industrial occupiers. With a specific focus on industrial properties and a proven track record of success, Industrial Services is known for its creative, out-of-the-box thinking and project implementation programs.

Given manufacturing, warehouse and distribution portfolios are often multimarket and frequently cross-border, communication and collaboration amongst our professionals are essential.

**PROVIDING INDUSTRIAL & LOGISTIC PROPERTY OWNERS AND OCCUPIERS WITH SOPHISTICATED LEASING/SELLING STRATEGIES BASED ON OUR LOCAL MARKET KNOWLEDGE AND OUR COMPREHENSIVE GLOBAL RESOURCES.**

# TRANSACTION SERVICES

At CB Richard Ellis, our Industrial & Logistics Services team provides a complete range of brokerage services for tenants and property owners. We cover the full gambit of industrial requirements from warehouse and distribution centres, factories for manufacturing to business park/hi-tech space for R&D and back-end low cost office and data centre requirements for sale or lease, existing or build to suit.

Supported by superior market research and analysis as well as industry-specific expertise, each transaction is approached strategically and combines local knowledge with international best practice.

Our Asian team works closely with our global corporate real estate and business unit clients to develop and manage a consistent, portfolio-wide process for handling brokerage transactions whether on the local, regional or global level. This consolidated management process is most effective when linked to a strategic planning process that proactively identifies needs and requirements to enable greater opportunities for creating value for a range of brokerage activities related to acquisition, disposition and leasing.

There can be no doubt the “Asia Tigers” are roaring and to harness these opportunities whilst ensuring transparency and clarity in the decision making process it is key to have experienced teams on the ground with access to the latest market research and enhanced skill sets for dealing with the complexities of negotiations in the region. Our Asian Industrial & Logistics Services transaction team when combined with our transaction complimentary specialty services is your partner for a holistic approach to achieving the best results for your property requirements in the region.

## PROPERTY ACQUISITION – INVESTORS/DEVELOPERS

Through a multi-disciplined approach, the team offers complete support throughout the acquisition process whether that is land for development or existing facilities with the primary objective of helping clients maximize investment opportunities so as to gain the optimal results. Solid financial analyses and valuation benchmarking are utilized for substantiating the value of a property to meet the client’s objective for current income and long-term growth potential.

## PROPERTY ACQUISITION – OWNER-OCCUPIERS

Our ability to gain access to prospective government development zones and private vendors ensures occupiers looking to acquire a sites to utilize for their own purposes will have received all the relevant opportunities, screened to ensure the requirements are accurately matched. By having a sound knowledge and understanding of the local market this ensures issues such as future infrastructure improvements, restrictions of use, occupier incentives to develop are all clearly articulated to enhance the decision making process.

## PROPERTY DISPOSITION

The team seeks to attain the maximum value for each client’s property by positioning and targeting the property for sale to the most qualified and motivated buyers. Marketing strategies are crafted to capture the buyer’s focus and leverage the competitive nature of the market both by utilizing the extensive reach of our internal client database and relationships but also actively pursuing local market participants.

## PROPERTY LEASING – LANDLORD REPRESENTATION

The team works with building owners, investors and property managers to develop leasing strategies that enhance property value and create the right tenant mix. Marketing plans are employed using a variety of traditional and non-traditional, technology-based marketing strategies.

Supported by thorough market research and analysis, CB Richard Ellis offers clients unsurpassed insight into the real estate markets within which they operate. This knowledge-based, consultative approach adds value well beyond the transaction process and contributes to our track record of repeat business.

## PROPERTY LEASING – TENANT REPRESENTATION

Nowhere is it more vital than in Asia to ensure due process is adhered to throughout a site selection process. Having a team with the local knowledge and the ability to report back to clients in a structured, insightful and diligent fashion is essential for the tenant to obtain the best property in terms of functionality, risk profile and cost.

## INTEGRATED INDUSTRIAL & LOGISTICS SERVICES



# TRACK RECORD



## COBRA AUTOMOTIVE R&D CENTRE

Location: Beijing, China  
Area: 243,000 sq. ft.



## SINOTRANS LOGISTICS PARK

Location: Shanghai, China  
Area: 1.3 million sq. ft.



## TYCO ELECTRONICS HQ

Location: Shanghai, China  
Area: 123,700 sq. ft.



## INTERLINK

Location: Hong Kong  
Area: 430,000 sq. ft.



## NAN FUNG INDUSTRIAL CITY

Location: Hong Kong  
Area: 60,000 sq.ft.



## SUNGSHIN CEMENT

Location: Bucheon-si, Gyeonggi-do  
South Korea  
Area: 48,600 sq. ft.



## LI FUNG CENTRE

Location: Singapore  
Area: 254,000 sq. ft.



## SOON STEEL INTERNATIONAL

Location: Singapore  
Area: 162,900 sq. ft.



## WELLGROW INDUSTRIAL ESTATE

Location: Thailand  
Area: 430,400 sq.ft. (Land) &  
123,700 sq.ft. (Warehouse)

# SPECIALTY SERVICES

CB Richard Ellis Industrial & Logistics Services works closely with specialist teams including Consulting, Energy & Sustainability, Facilities Management, Project Management, Real Estate Finance and Valuation & Advisory Services. The teams work together to provide integrated solutions for our clients around the region.

## CONSULTING

The Consulting team provides real estate solutions that help drive superior business performance for our clients over the long term. Assistance entails advice to landowners, developers, investors, corporations and public sector organisations in relation to all aspects of property development, ownership, investment and occupation. Services include location studies, master planning of future occupational requirements, strategic portfolio planning, process development and space utilisation assessment.

## ENERGY & SUSTAINABILITY

With our commitment to pursue high standards of green buildings and environmental stewardship, CBRE provides leading advice, consulting and project management on real estate sustainability and environmental sustainability strategies to developers, occupiers and investors. Armed with the market knowledge and project expertise, the Energy & Sustainability team delivers advisory, consulting, execution and project management services associated with design, construction, retrofitting, operation and certification of green buildings; master planning of sustainable development; energy efficiency and water efficiency improvements; and environmental quality control, helping clients to achieve bottom-line business benefits with reduced operating costs and increased property valuation, revenue and return on investment.

## FACILITIES MANAGEMENT

Managing millions of square feet for brand-name corporations in Asia, CB Richard Ellis delivers the highest level of customer service, enabling clients to focus on their core business. Our Facilities Management professionals collaborate with each client to identify and implement strategic facilities management solutions through a seasoned logistics, accounting, procurement and outsourcing mechanism. The team offers comprehensive service involving identification of properties for acquisition, tenancy management, collection of rent and repatriation of net income to designated locations.

## PROJECT MANAGEMENT

As one of the largest networks of professional real estate project managers, the Project Management team provides a full array of project management services and customised solutions for both users and investors in all markets and sectors. Service provided by the team include pre-construction consulting, preliminary design and budget estimation, as well as design development, tendering and costing, on-site construction supervision, fit-out design, implementation and reporting.

## REAL ESTATE FINANCE

Working across the property investment sector, CB Richard Ellis creates market-leading financial strategies for real estate. The Real Estate Finance team provides investors and occupiers with consulting advice relating to real estate investment, structured finance, corporate finance as well as recovery and restructuring services. A broad range of services are offered including real estate-focused corporate finance advisory, indirect and equity placements, capital raising, financial strategies and investment consulting, and transaction delivery.

## VALUATION & ADVISORY SERVICES

The Valuation & Advisory Services team provides independent, accurate, reliable and timely valuations and advice critical to the success of every real estate transaction or financing need. Aided by market-leading research, the Valuation team is able to provide a wide range of valuation services such as capital markets and IPO valuations, corporate and portfolio valuations, mortgage valuations, reviews of statutory rating assessments and other financial and development analyses. The Plant & Machinery Valuations team is dedicated to providing advice to businesses seeking strategic financial decisions for their assets. Our valuation approach is to independently define specifications for each fixed asset, undertake detailed market analysis and then finalise our valuations for each standard or specialised asset.

# ASIA OFFICES



## CAMBODIA

Phnom Penh

## CHINA

Beijing  
Chengdu  
Chongqing  
Dalian  
Guangzhou  
Hangzhou  
Hong Kong  
Macau  
Qingdao  
Shanghai  
Shenyang  
Shenzhen  
Tianjin  
Wuhan

## INDIA

Bangalore  
Chennai  
Hyderabad  
Kolkata  
Mumbai  
New Delhi  
Pune

## INDONESIA

Jakarta

## JAPAN

Fukuoka  
Hiroshima  
Kagoshima  
Kanazawa  
Kobe  
Kyoto

Nagoya

Nihonbashi  
Osaka  
Saitama  
Sapporo  
Sendai  
Shinjuku  
Tachikawa  
Takamatsu  
Tokyo  
Yokohama

## KOREA

Seoul

## MALAYSIA

Johor Bahru  
Kuala Lumpur  
Penang

## PHILIPPINES

Cebu  
Manila

## SINGAPORE

## TAIWAN

Taipei

## THAILAND

Bangkok  
Phuket  
Samui

## VIETNAM

Danang  
Hanoi  
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