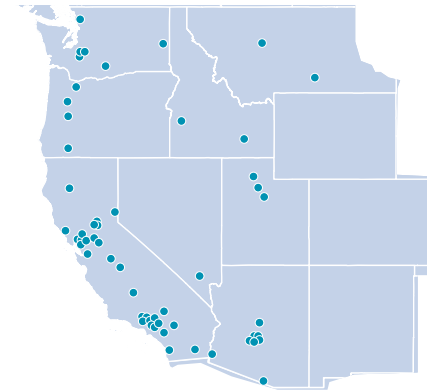
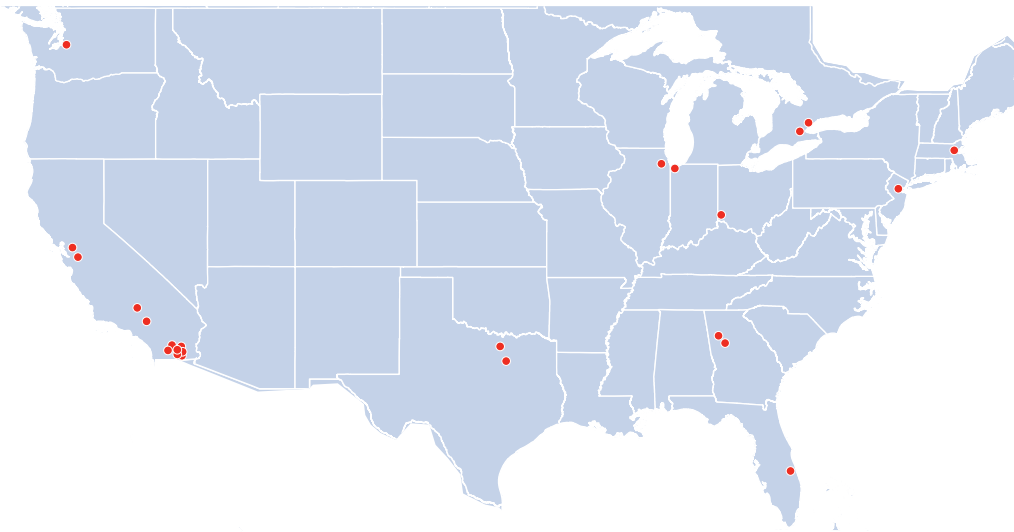


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National Client Examples



Hyundai Capital



MOBIS

HYUNDAI
AutoEver

Hyundai America Technical Center, Inc.



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National Client Examples

Portfolio Account Management

- Transaction management
- Renewals
- Broker selection
- Document management
- Financial analysis (including FASB 13)
- Business case analysis
- Reporting

Acquisitions and dispositions

- Financial analytics
- Lease renegotiations and rent reviews
- Lease restructuring and surrenders
- Market analytics
- Portfolio optimization
- Transaction strategy and portfolio planing

What C&W brings to the table?

- Top tier technology
- Customization
- Synchronicity
- Real-time reporting and performance measurement

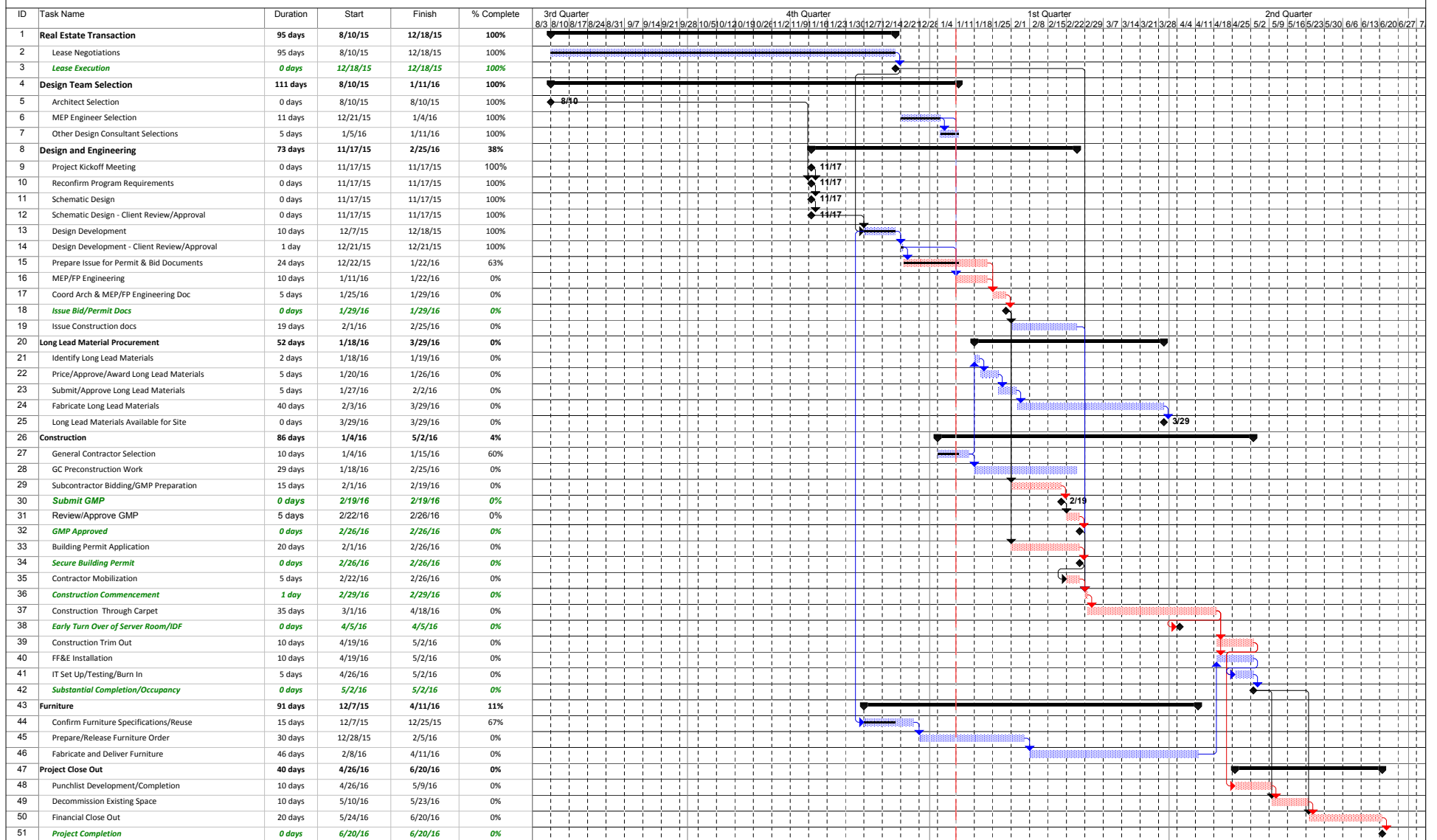
Lease Administration

- Lease abstraction
- CAM/OPEX escalations
- Reconciliations
- Review LL billings
- Rent payment file
- Portfolio change management
- Lease budget forecasting
- Lease audits
- Reporting
- Proactive vs. reactive approach to real estate
- Real time visibility and access to detailed real estate data
- Accurate and timely portfolio information
- Aggressive management of critical dates/options
- Cost savings through expense reviews and audits
- Reduced portfolio risk

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National Client Examples - Project Management

Preliminary Master Schedule



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Executive Summary

For our National and Global Portfolio accounts, our team utilizes an interactive portfolio optimization tool that helps assess, manage, and identify portfolio opportunities.

This tool utilizes a host of different data sources including real estate data, market conditions, occupancy metrics, and demographic information to help give a broad picture of a real estate portfolio.

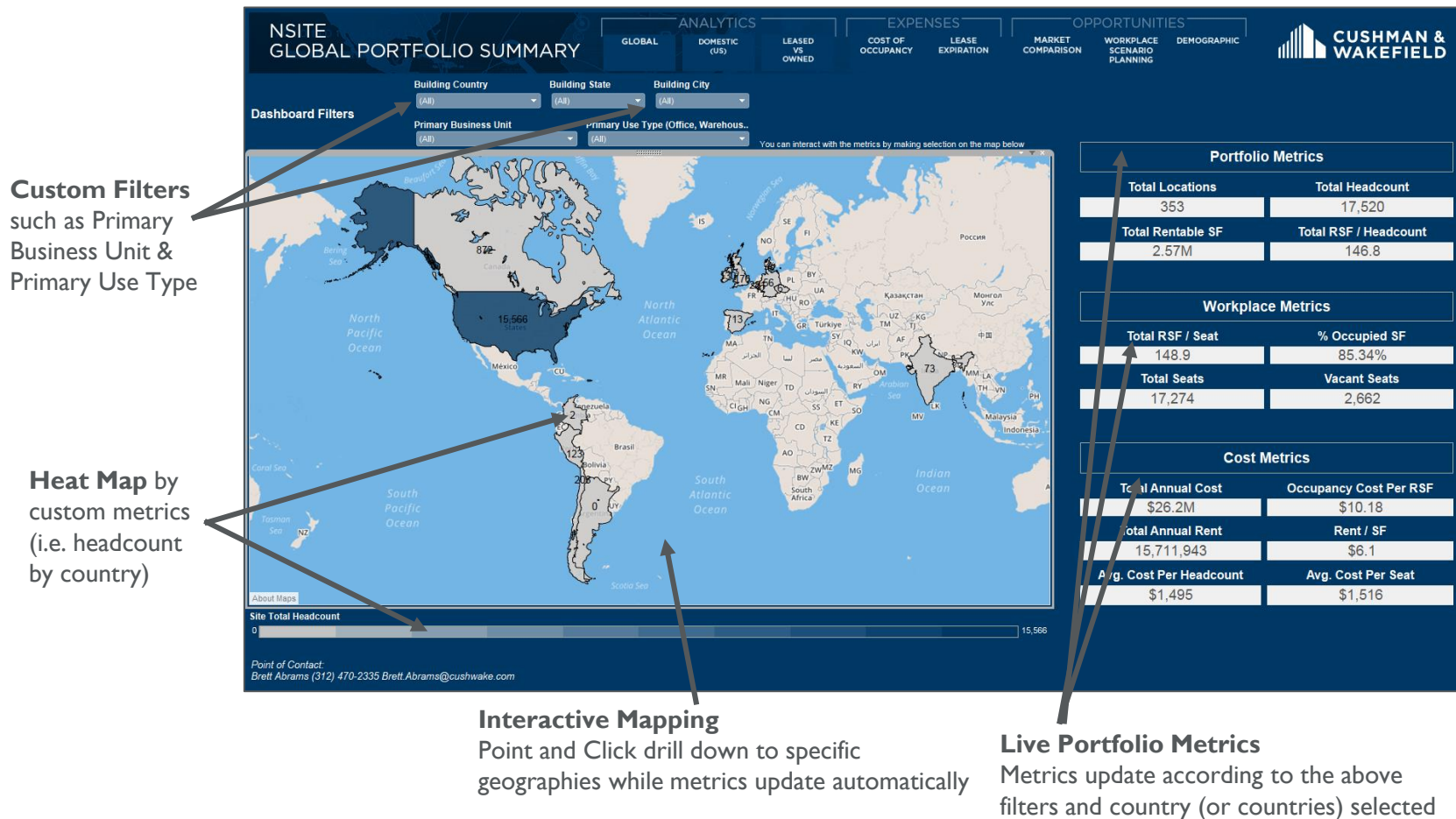
C&W helps inform the development of actionable strategies and successful outcomes when managing a real estate portfolio. We transform data into knowledge and help produce scenarios to develop the best approach to optimizing a portfolio.



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Global Portfolio Summary

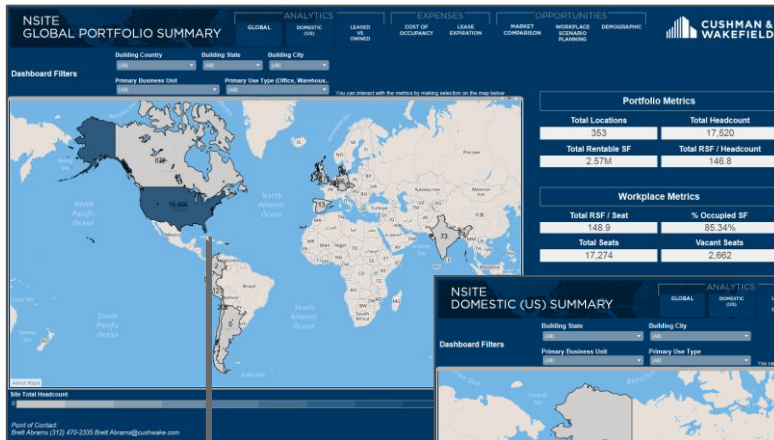
The global portfolio summary provides point and click access custom key metrics about your portfolio.



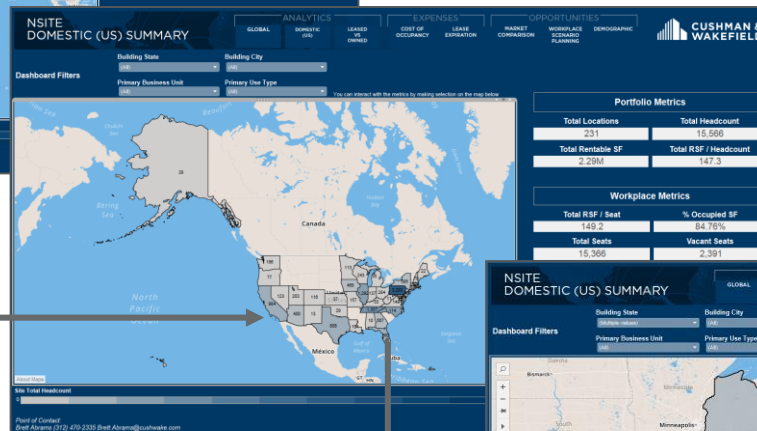
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Domestic (US) Portfolio Summary

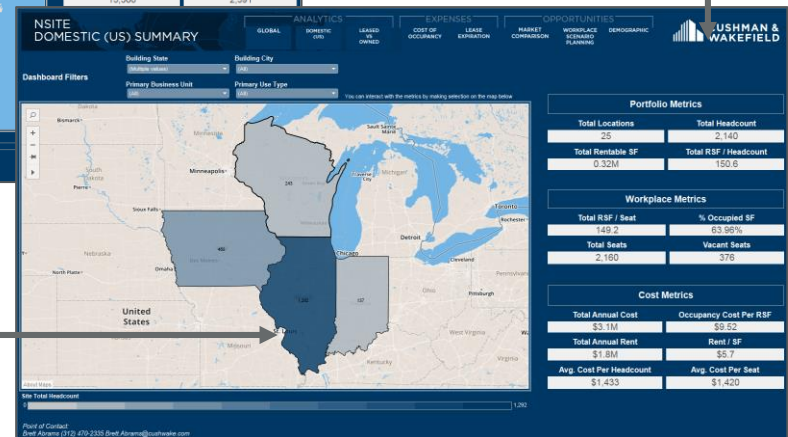
The domestic portfolio summary expands the capability of the global summary with the ability to drill down to specific sub-geographies with a wider array of customizable metrics.



Expanded Metrics to include numbers by RSF, headcount and seat



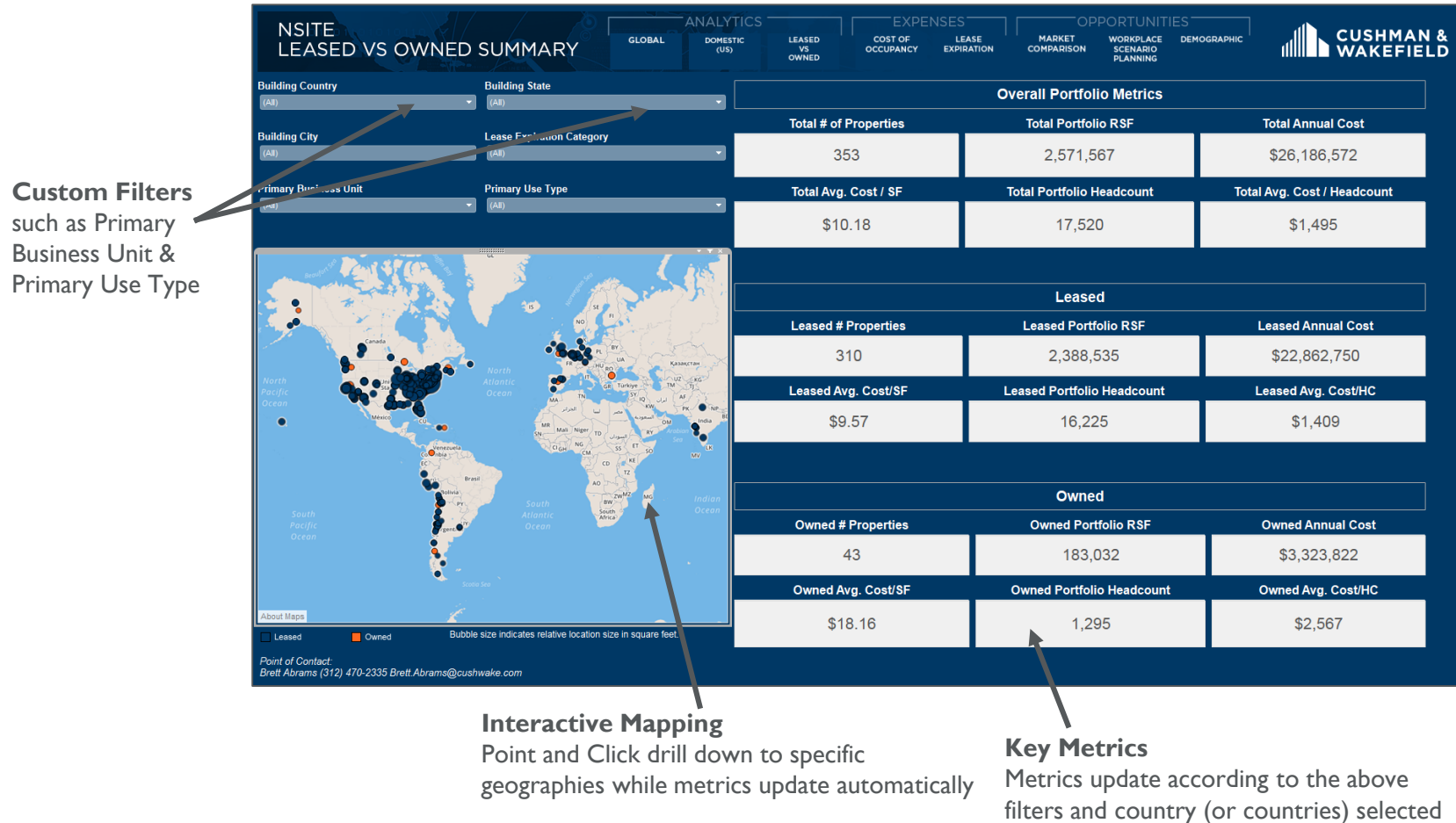
Multiple Levels of Granularity by Country, State & City



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Leased vs. Owned Summary

The Leased vs. Owned summary provides an essential breakdown of key portfolio information.



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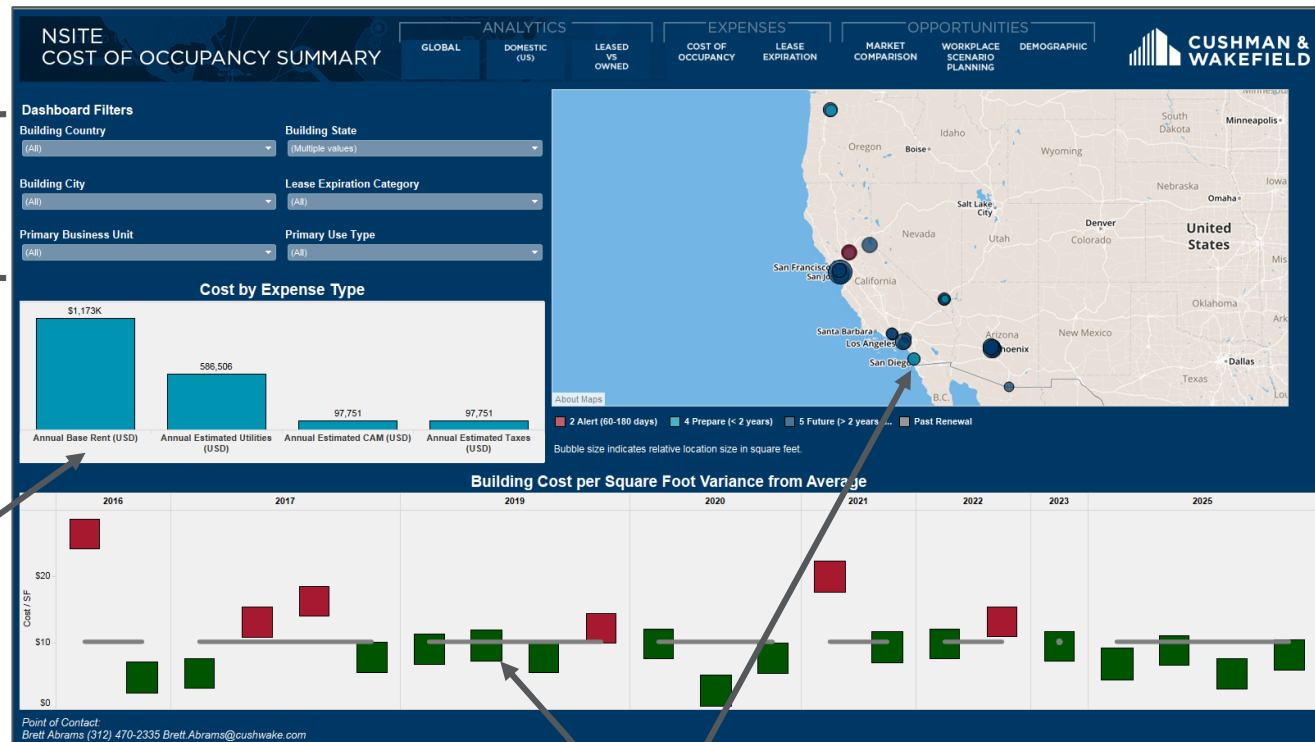
Portfolio Cost Details Summary

Analyze portfolio costs from a number of perspectives either by individual property or compare across a custom filtered sub segment of properties via filters on the left or a custom selection via the interactive map.

Effortless Interaction

Selections made in Dashboard Filters or interactive map automatically update the two graphs

Break Down Metrics such as total cost by rent, utilities, taxes and more



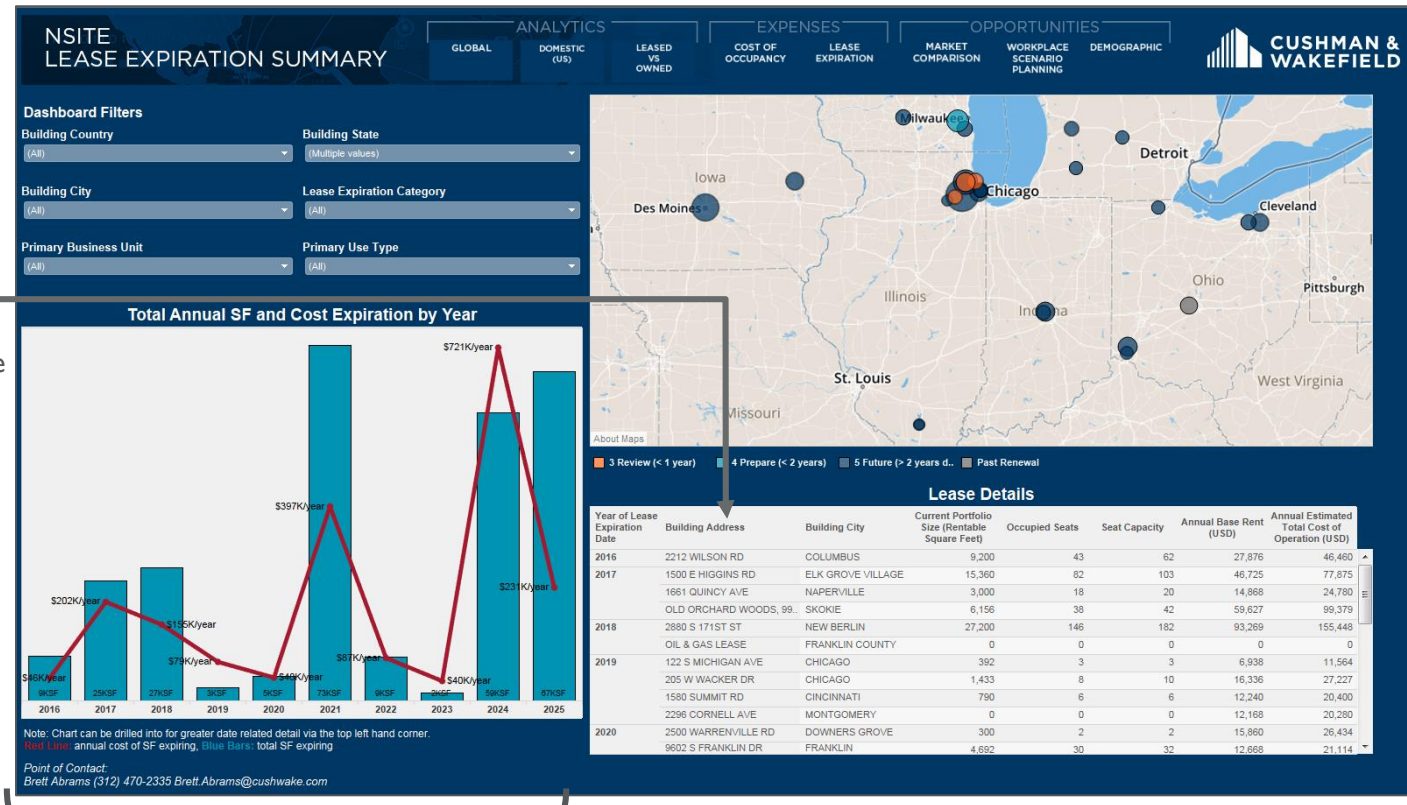
Point & Click on an individual property to see more information, such as address, size, headcount, etc.

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Portfolio Lease Expiration Summary

Stay on top of your portfolio's lease expiration schedule to identify which properties require immediate action and spot opportunities for long term consolidation of underutilized locations.

Prioritize & Sort
by customized
metrics such as lease
expiration date



Quickly spot and drill down
to custom metrics at the year,
quarter, and even monthly level

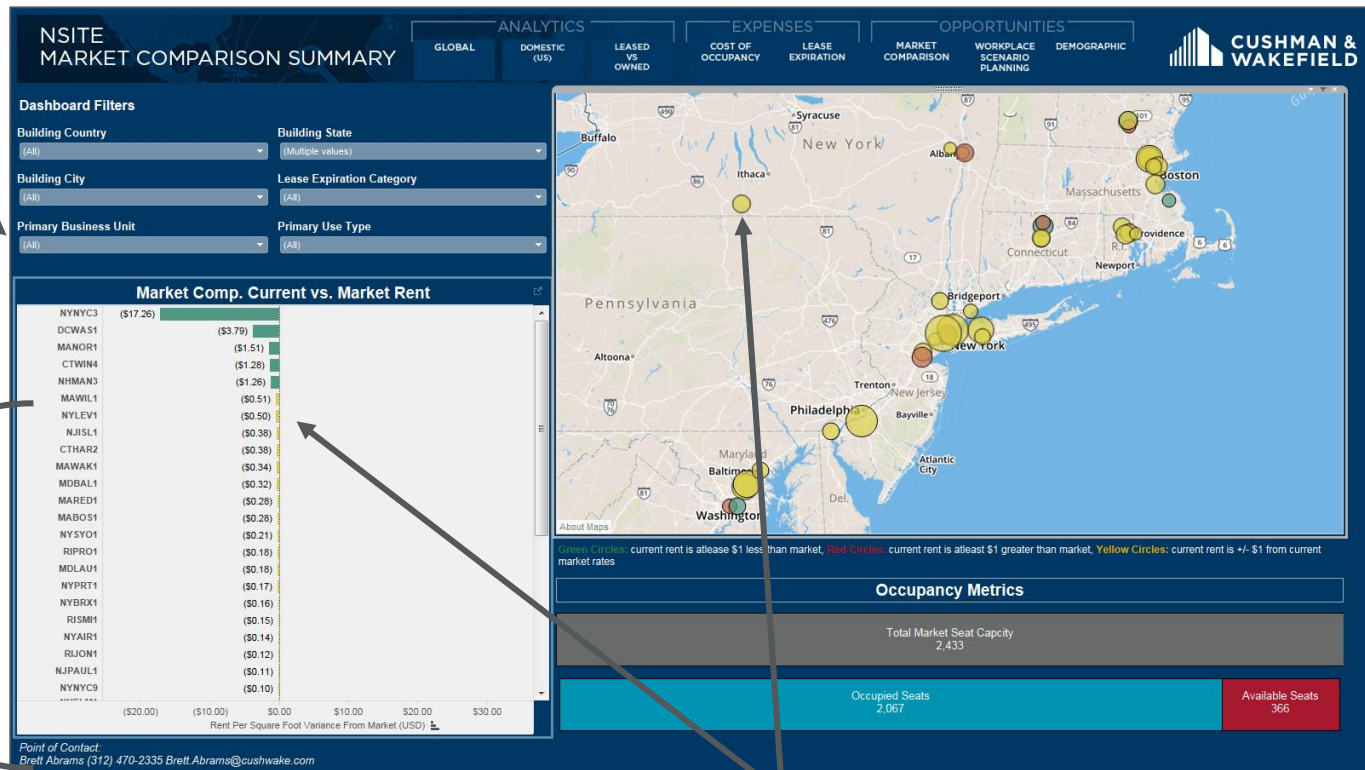
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Portfolio Mark to Market Comparison

Effortlessly compare current lease rents to market averages to better ensure awareness of cost increases or cost reduction opportunities across the portfolio.

Easily compare specific portfolio metrics to general market data

Demographics tailored to the selected market



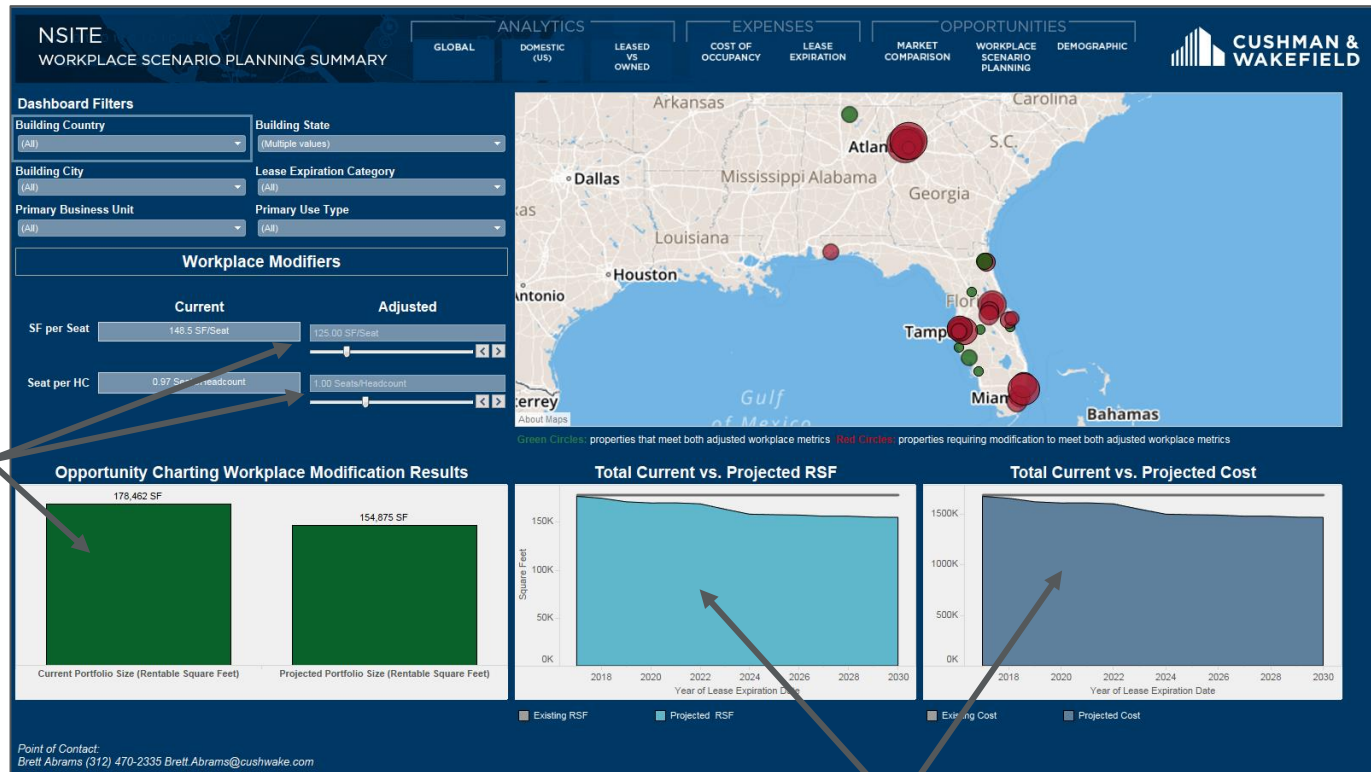
Point & Click on a building to immediately see data such as rent, occupancy and demographics for that specific market in the tables and chart on the left

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Interactive Portfolio Opportunity Charting

Easily understand the impact of adjustments to current workplace policies portfolio wide or within a specific region or asset class.

Adjust metrics using the **sliding bars & arrows** to see how needs would change in the long term

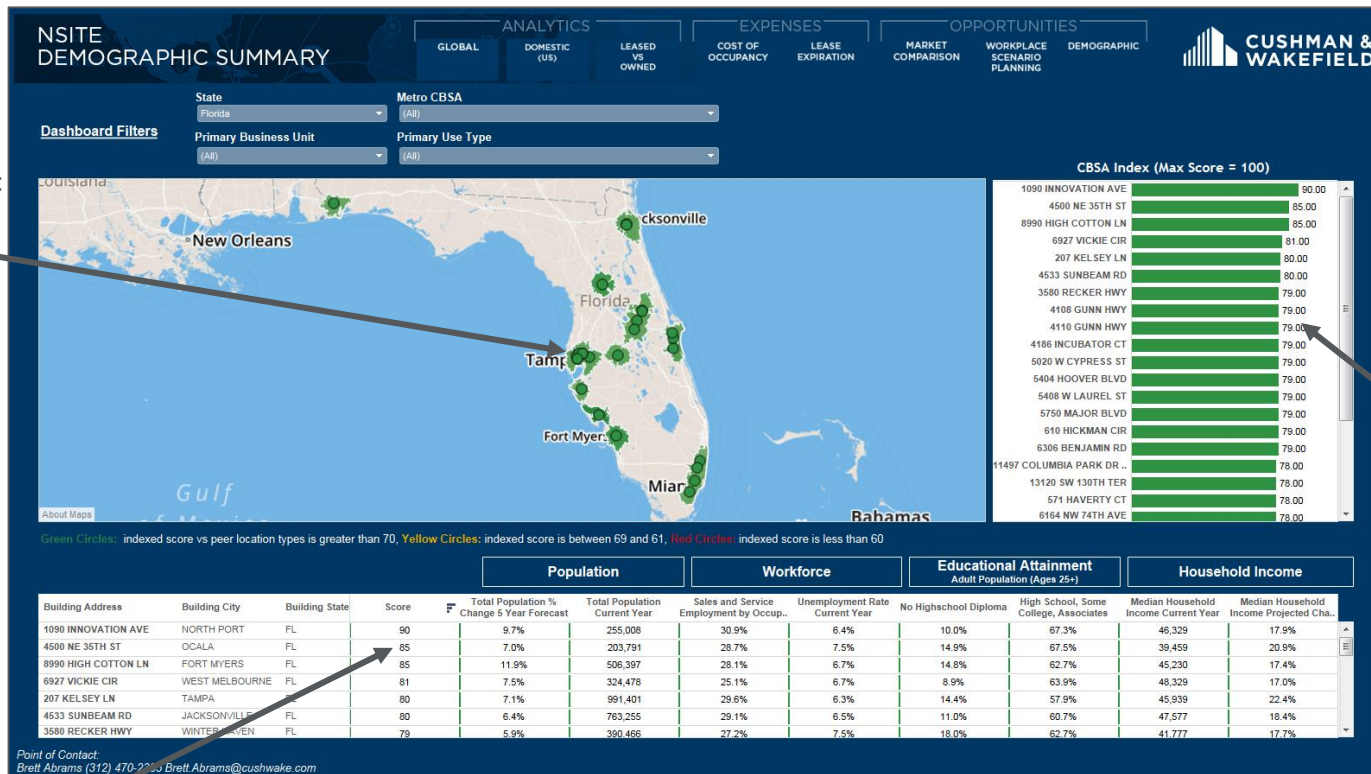


Understanding the Opportunity
Quickly review based on customizable scenario metrics

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Site Specific Demographic Evaluation

Measure and rank your portfolio locations based on key qualitative labor market indicators.



Interactive heat mapping of trade areas surrounding existing locations.

Nsite ranks existing locations based on key demographic indicators.

Access key performance indicators and compare across locations.