



## UGL Equis Corporate Finance Services



---

### OUR CAPABILITIES

- Aligning real estate with corporate capital allocation strategies
  - Defining real estate portfolio financial performance requirements
  - Analyzing alternative real estate financial structures on a cash flow, GAAP, tax and key performance measure basis
  - Determining the financial impacts of short and long-term property exit strategies
  - Exploring alternative capital release strategies, including sale/leasebacks, sale/partial leasebacks, mortgage financing and joint ventures
  - Arranging financing or refinancing
- 

As competition escalates, companies are examining their real estate holdings for opportunities to reduce costs and free up capital – all while demanding heightened levels of transparency and accountability for expenditures and capital outlays. These same concerns are top priority in corporate merger and acquisition decisions as companies search for ways to maximize value. UGL Equis offers a unique combination of financial and corporate real estate expertise to help clients link real estate with financial objectives.

UGL Equis Corporate Finance brings a powerful combination of capital management, corporate finance expertise and negotiating skill to financial structuring and transaction processes. We link real estate with business drivers to improve an organization's financial position using proven methodologies and customized financial models for each unique circumstance. This enables us to determine the best asset structure for the most effective utilization of capital.

### TRANSPARENT COMMUNICATIONS AND REPORTING

The creation of the Sarbanes-Oxley Act and the renewed emphasis on corporate governance have brought new scrutiny to the role of service providers within organizations. UGL Equis' conflict-free business model and transparent analytical approach provide executives a thorough understanding of risks and opportunities. Perhaps most importantly, our clients rest assured that we evaluate every opportunity and liability with the fiduciary approach one expects from a partner that is performance-driven.

UGL Equis serves organizations of all sizes in a range of markets, including automotive, telecommunications, manufacturing, pharmaceuticals / biotechnology, consulting, insurance, manufacturing, technology, non-profits and the public sector.

#### OUR CLIENTS INCLUDE:

Actuant Corporation  
AT&T  
DaimlerChrysler  
The Tensar Corporation  
USG

## AN INTEGRATED PROCESS THAT PROVIDES OPTIMAL RESULTS

The UGL Equis approach is consistent across all of our services, enabling us to take full advantage of our integrated model:

### ASSESS

UGL Equis works with clients to determine the financial performance requirements of real estate portfolios, gaining an in-depth understanding of an organization's asset structure in order to determine the most effective use of capital.

### PLAN

As part of the financial planning process, we review business drivers of the organization and develop real estate goals designed to meet key financial objectives. Through sophisticated proprietary modeling, UGL Equis considers the GAAP, tax and key performance measure impacts of alternative financial structures. Our reports present real estate recommendations that maximize the positive impact on the company's financial goals and objectives.

### IMPLEMENT

Our financial experts execute specific financial and real estate tactics designed to drive corporate finance and real estate objectives. Financial strategies are handled from initial analysis through transaction implementation.

### MANAGE

In collaboration with the full suite of UGL Equis services, our financial specialists steer the goal development process and oversee the execution of specific tactics. We measure our performance by our ability to meet and exceed the goals we set at the outset of an engagement.



UNITED STATES HEADQUARTERS

**Steve Tinsley, SVP**  
161 N Clark St., Suite 2400  
Chicago, Illinois 60601-3244  
steve.tinsley@ugl-equis.com

T +1.800.726.2368  
F +1.312.424.8080  
www.ugl-equis.com

**About UGL Equis** For more than two decades, UGL Equis has applied a combination of financial, business, industry and public sector expertise to a spectrum of corporate real estate services. We have grown into the world's largest corporate real estate firm exclusively focused on users of business spaces. We have cultivated successful relationships with some of the world's leading organizations, and have helped thousands of businesses transform their real estate into a competitive advantage. [www.ugl-equis.com](http://www.ugl-equis.com)