

# Accurate portfolio data; *strategic* real estate decisions

## How effectively are you managing your portfolio?

- Can you provide an accurate, up-to-date, and consistent summary of your portfolio?
- Do you have instant access to information to enable quicker strategic decisions?
- Is there a rigorous, well-documented process in place that tracks acquisitions and dispositions?
- Can you accurately report on your lease commitments?
- Are you concerned with meeting regulatory controls such as Sarbanes-Oxley (SOX)?
- Is your company prepared for the impact of changes to global lease accounting standards?

## Our expertise in Asia Pacific

Access to accurate, up-to-date portfolio information is critical for managing risks and costs associated with running a real estate portfolio. An effective lease administration program is the very cornerstone of strategic real estate planning and portfolio management.

Lease administration has been a core competency at Jones Lang LaSalle for over a decade. We were the first real estate services firm to invest in a dedicated, global Lease Administration capability – a robust platform that enables us to provide information, expertise, and quality service at levels that our competitors are unable to achieve.

We are the only real estate services firm capable of paying rent globally using one technology platform. Local, regional, and global corporations choose to partner with us for guaranteed consistent service delivery across diverse requirements and locations.

Our specialists provide comprehensive solutions to help you navigate through these challenges, significantly reducing your risk and ensuring you take advantage of every opportunity to maximize portfolio efficiency. We are able to deliver these solutions as stand-alone services or integrated into the work processes for strategic planning, transaction management, and financial management.



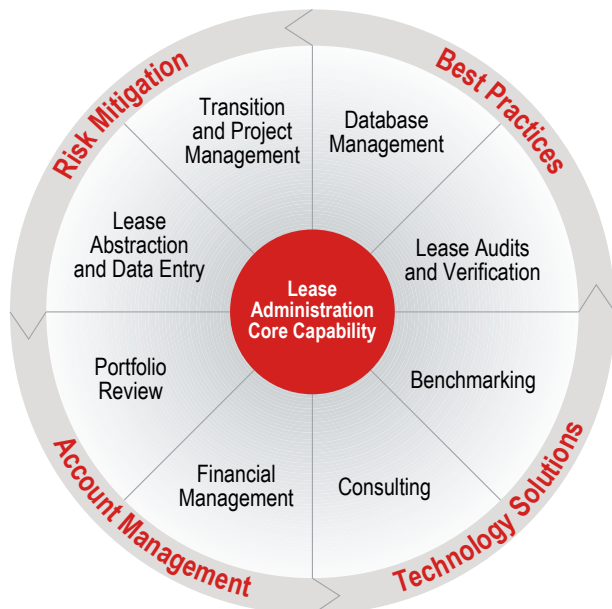
“ At Adidas we are very happy with the global lease administration services provided by Jones Lang LaSalle. Processes are rigorous and consistent across all regions and our real estate team actively uses the OneView platform as well as the OneView Lease Administration database. The support and technology provided fulfills our requirements and meets our lease administration needs. ”

Doug Noonan, Head of Group Corporate Real Estate, Adidas

# Lease Administration

## Our services

Jones Lang LaSalle offers a range of Lease Administration services, which can be delivered as an ongoing management package or in isolation as project-based services.



## Your benefits

**Intelligence** – instant access to reliable and accurate portfolio data wherever you are, whenever you want, facilitating quicker decision making and reducing risk

**Flexibility** – scalability that provides the ability to react quickly to changes such as mergers and acquisitions, releasing your time and resources to concentrate on strategic issues

**Cost savings** – a comprehensive audit program and identification, dispute, and resolution of incorrect leasehold charges yielding cost savings and cost recovery

**Opportunity** – benchmarking from portfolio to property enables identification of underperforming or underutilized assets, ensuring that you do not miss any opportunities to right-size the portfolio

**Risk minimization** – clear identification of lease and financial obligations, combined with compliant and rigorous processes, mitigating your risk of missing critical dates and ensuring regulatory compliance (such as Sarbanes-Oxley)

## Examples of high-performance results

- Recovered over **USD 500,000** in base rent overpayments for a single site
- Identified more than **USD 250,000** in cost savings and cost avoidance for one client within six months of transition
- Recovered over **USD 400,000** from one landlord after reviewing previous payments post-transition

## Our system – OneView Lease Administration

We are the only real estate services firm capable of paying rent globally and consistently using one technology platform – OneView Lease Administration.

Where our clients have no existing lease administration system, our preferred solution is OneView Lease Administration, our award-winning, proprietary, web-enabled platform. The system is highly flexible, intuitive, and comes with an extensive suite of reports, which can be customized by the user. It allows for benchmarking of key property cost data across the portfolio and contains prompt screens that provide a standing reminder of all key dates and events without running separate reports.

## Proposed Lease Accounting Changes

Proposed changes to global lease accounting standards will put all leases onto the balance sheet. The changes are proposed by the US Financial Accounting Standards Board (FASB) and the International Accounting Standards Board (IASB). By now, most corporate real estate executives are aware of the new paradigm for lease accounting and its impact on the balance sheet. The reality of the proposal is now shifting the focus to potential changes in leasing strategy and practices as well as meeting requirements for future administration of leases. Although the transition date is not yet specified, the sweeping changes in financial reporting for leases will prompt companies to begin planning for system modifications immediately.

“*Jones Lang LaSalle’s lease administration processes are straightforward and globally consistent. The account administrator takes potentially complex data and simplifies the lease information into standard reports for finance, rent processing and transaction management use. This decreases the amount of time spent analyzing data and triggers action items for transaction managers to follow up on.*”

Darrell Masters, Principal - Facilities Asia Pacific Japan, CA Technologies

### FOR MORE INFORMATION

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