

SCOPE OF SERVICES  
Offices &  
Professionals



## NAI Mexico Gary Swedback / CEO

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Your business is our business. Personalized service and collaborative teamwork form the core of our philosophy.

We provide custom solutions focused on your business objectives, talking a fiduciary position with your asset to maximize value at each point of the process.

## Who we are... At - A - Glance

**NAI MEXICO** is an exclusive member of NAI, the world's largest real estate service delivery system. NAI is trusted by leading corporations and institutions with \$45 billion in annual global real estate requirements.

NAI Mexico supports both Mexican and global clients through a platform of 10 offices in Mexico. In addition to traditional leasing and sales, NAI Mexico offers additional integrated services for design and construction, project management, supply chain solutions and operations relocation.

Each specialty practice is managed by experienced Mexico Directors.

For Real Estate Leasing and Sales, Gary Swedback and His, Managment Team brings over 45 years of experience supporting global investment in Mexico.

## Our Vision:

To be the central point of coordination for corporate real estate services for NAFTA related activity, across Mexico and world-wide.

## Our Mision:

NAI Mexico was created because our assignments flow from operational needs that are part of our client's long-term strategies---local and global. Although we are a real estate services provider, prior to making a real estate decision, our clients require assistance in multiple arenas, by team decision makers, within their corporations.

# Our Goal

To provide your entire management team:

- A** A seamless process from planning to implementation.
- B** A program tailored for each company's specific requirements and services.
- C** A web-based project management format (RealTRAC™) ensuring 24/7 accountability to all decision makers.

## Markets Served

Cancun | Celaya | Cd. Juarez | Guadalajara | Hermosillo  
Irapuato | Los Cabos | Leon | Matamoros | Mexicali |  
Mexico City | Monterrey | Nogales | Nuevo Laredo |  
Puebla | Puerto Vallarta | Reynosa | Queretaro | Saltillo |  
San Luis Potosi | Tijuana | Torreon | Villahermosa  
and all major Mexico markets.

## Mexico Offices:



## Corporate Profile

NAI MEXICO  
member of NAI, the world's leading  
managed network of commercial  
real estate firms serving over 375  
markets worldwide.



# What we do...

## Making a Difference.



### Services

Tailored to each client's needs.  
Defined consulting engagement, phase by phase for the entire project or specific services.  
Tradicional brokerage services for acquisition or marketing and sales.  
Coordinated services available throughout Mexico, Latin America or world wide.

### Brokerage Services

Tenant/Buyer Representation  
Landlord/Seller Representation  
Industrial  
Office  
Retail  
Investment  
Resorts/Hotels  
Housing Developments

### Market Analytics / Understanding

Industrial Site Selection  
Multi-Market Comparison Analysis  
Retail Services

### NAI Mexico Build

Project Management  
Architectural Design

Engineering  
Master Planning  
Budgeting  
Infrastructure Analysis  
Permitting/Entitlements  
Construction Management Development Services

### Supply Chain Solutions

Supply Chain Strategy  
Logistics Services  
Facility Design  
Best Shore Sourcing  
Turnkey Project Management

### Relocation / Operations Management

Turnkey Manufacturing Consolidation and Relocation Solutions  
Business Excellence

### Free Trade Zone Analyses

North American/Global Trade Corridor  
Assessment  
Site Selection  
Facilities  
Economic Benefit Analysis

### Valuation and Consulting

Land  
Industrial  
Office  
Retail  
Resorts/Hotels  
Housing

# What we do...

Brokerage Services

Market Analytics

NAI Mexico Build

Supply Chain Solutions

Supplier Services

Free Trade Zone Analyses

Relocation and Operations Management

Valuation and Consulting

Tenant/Buyer Representation

Landlord/Seller Representation

Industrial

Office

Retail

Investment

- Sales
- Sale Leaseback
- Valuation
- Joint Ventures
- Lease vs. Purchase

Resorts/Hotels/Housing Developments

Industrial Site Selection

- Multi-Market Comparison Analysis
- Business Climate
  - Gov. Incentives
  - Labor Issues
  - Infrastructure
  - Transportation Real Estate Costs

- Retail Services
- Market Entry Strategy
  - Customer Strategy
  - Demographic Segmentation
  - Trade Area Analysis/ Mapping
  - Store Format/Size

Project Management

Architectural Design

Engineering

Master Planning

Budgeting

Infrastructure Analysis

Permitting/Entitlements

Environmental Services

Construction Management Development Services

Supply Chain Strategy

- Supply Chain Restructuring
- Network Modeling
- Global Site Selection
- Incentives Negotiation

- Logistics Services
- Logistics Modeling
  - Strategy Evaluation

- Facility Design
- Manufacturing
  - Distribution
  - R&D

Best Shore Sourcing

Turnkey Project Management

Localized Supplier Sourcing

Supplier Consolidation

Supplier Migration

NAFTA /Latin America Supplier Migration Seminars

North American/Global Trade Corridor Assessment

- Site Selection
- Identification
  - Comparative
  - Analyses

- Facilities
- Audit
  - Budgeting

- Economic Benefit Analysis
- Customs Comparison Analysis
  - Total Cost of Occupancy Analysis

Turnkey Manufacturing Consolidation and Relocation Solutions

- Business Case Development
- Incentives Negotiation
- Facility Consolidation
- Facility Relocation
- Facility Disposition and Clean Up
- Downsizing Support
- Controls and Metrics

Business Excellence

- Operational Issue Identification
- Business Impact/Benefit Analysis Solution
- Implementation

Valuation and Consulting

- Land
- Industrial
- Office
- Retail
- Resorts/Hotels Housing

# Our Clients

**BOMBARDIER**

**Gillette**

**Deloitte**

**Rubbermaid**

**SAMSUNG**

Johnson Controls

**Remy**

**Dickies**

**ING**

**SANYO**

**BLACK & DECKER**

**TOYOTA**

**MOTOROLA**

**tyco**

**AMPAD**

**GE**

**Scripto TOKAI**

**DELPHI**

**BOSE**

**SONY**

**CHRYSLER**

**ALCOA**

Applica

**EMERSON**

**Teleflex**

**Prudential**

**Campbell's**

**freescale**  
semiconductor

**Panasonic**

**SIEMENS**

**ALCATEL**

**ProLogis**

**United Technologies**

**LEVITON**

SANMINA-SCI

**GRAINGER**  
FOR THE OWNERS WHO GET IT DONE



# NAI Mexico Offices

- Cd. Juarez** Blvd. Tomas Fernandez #7930 Suite 401,  
Ofic. Campestre Edif. B, Col. Campestre  
Ciudad Juarez Chih. C.P. 32460.
- Guadalajara** Paseo del Bosque #205, Condominio Sta. Anita  
Tlajomulco, Jalisco C.P. 45645
- Matamoros** Herrera #9 entre 4ta. y 5ta. Colonia Centro  
Matamoros, Tamaulipas C.P. 87300
- Mexicali** Av. Zaragoza #1850-B, Col. Nueva  
Mexicali B.C., C.P. 21100
- Mexico City** Blvd. Manuel Avila Camacho #36. Plso 14  
Ofic. 1402, Torres Esmeralda II, Col. Lomas de Chapultepec  
Mexico D.F., C.P. 11000
- Monterrey** Ave. Morones Prieto #2440, Ote. Col.  
Benito Juarez, Guadalupe N.L.  
C.P. 67140
- Bajo** Av. 5 de Feb. #1351, Edif. Empresarial  
Torre Roble 404 Fracc. Industrial Benito Juarez  
Santiago de Queretaro, Qro. 76120
- Reynosa** Blvd. Poza Rica #1103, Local 4, Col. Escandon  
Reynosa Tamaulipas, Mex. C.P. 88680
- Tijuana** Blvd. Agua Caliente #10611, PB Edif.  
Centura, Col. Aviacion, Tijuana B.C. 22420

# NAI Mexico Int. Offices

## North America

Canada | Mexico | United States  
**Latin America & The Caribbean**  
Argentina | Bahamas | Brazil | Chile  
Costa Rica | Colombia | Cayman Islands  
Jamaica | Mexico | Panama  
Peru | Puerto Rico | Venezuela

## Asia-Pacific

Australia  
India | Indonesia | Japan  
Korea | Malaysia  
New Zealand | Taiwan

## Europe & The Middle East

Germany | France | Greece  
Georgia | Ireland | Italy  
Latvia | Netherlands | Norway  
Poland | Romania | Russia  
Serbia | Sweden | Switzerland