

# Portfolio Sale Leaseback

## Rockwell Automation Inc.

**Rockwell  
Automation**

24 Properties in U.S. and Canada  
3.8 million Total Square Feet  
Office/Industrial Properties  
5, 10 & 15 Year Leases  
Termination Rights

## Challenge

Develop and implement a comprehensive strategy for Rockwell's portfolio of manufacturing, distribution, R&D and HQ buildings.

- Position operating facilities to meet business unit needs, evolving from a manufacturing base to a service-oriented platform, more global in scope
- Provide both long term control of, and operating flexibility for, strategic facilities
- Implement proactive exit strategy on rural, tertiary or otherwise challenging properties to capitalize on record real estate valuations
- Create liquidity to fund higher returning investments (IT projects, under funded pension, etc)



## Solution

Sale/Leaseback of a significant portion of Rockwell's owned portfolio in North America.

- 24 properties, 3.8 million SF in U.S. and Canada.
- Structure transaction to meet needs of a broad range of interest groups within Rockwell, including Operations, Treasury, Tax, Financial Planning and Risk Management.
- Leverage Rockwell's financial strength and investor demand for leased properties.
- Dictate business terms at each facility, including length of lease term, renewal rights at fixed rental rates, termination options and operational control.
- Dictate sale terms (Purchase & Sale Contract and Lease).
- Dictate transaction timing.

Unique transaction and first of its kind in terms of size and type of assets for a U.S. based manufacturing company.

# Rockwell Automation Sale/Leaseback Portfolio - 3.8 Million SF



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## Results

OFFERING:	Exposed to over 2,000 potential buyers.
INITIAL PROPOSALS:	28 portfolio-level offers.
FINAL NEGOTIATIONS:	Narrowed to the 3 most aggressive, qualified buyers.
TIMELINE:	90 days from Initial Offering to signed Contract.
INITIAL LEASE TERMS:	24 properties; 5, 10 & 15 year NNN leases; 4 renewal options at each, fixed rates; Termination options at each.

## *Client Satisfaction*

*“This deal would have never been on our radar screen, much less closed in only seven months, if it were not for our CBRE team.”*

Denis DeCamp  
Director of Global Real Estate  
**ROCKWELL AUTOMATION**