



Corporate Headquarters



Industrial Warehouse



Office



Land Site



Retail



**TOBI International Corporation**

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**TOBI**  
International Corporation



*Navigating Chicago's  
Commercial Real Estate for the Global Market*



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for the Global Market*

**TOBI provides real estate solutions** that are vital to global corporate strategy. Our services are based on thorough knowledge of the Chicago market and the Midwest region of the U.S. TOBI has substantial experience with North American, Asian and European clients.

**Real Estate isn't really just about location.** Today, real estate is a key component of any corporate strategy. Of course companies are concerned about location and space, but they are also seeking access to transportation and logistics hubs, skilled labor, tax incentives and greater returns on investment.

**Since 1996 TOBI has been unmatched.** We are uniquely structured to deliver real estate solutions that contribute to the client's bottom line. Our structure is built upon local knowledge, global experience and a team approach.

**Understanding our client's strategic nature,** growth expectations and employee demographics is TOBI's first objective. We then use our marketplace knowledge and database network to negotiate the real estate solution that best fits their needs. Once that solution is negotiated, TOBI assists with the project management to completion. Periodically thereafter, TOBI offers our clients lease audits or asset valuation services.

**Our Services**

- ❖ Commercial Brokerage
- ❖ Investment Acquisition & Sales
- ❖ Consulting & Advisory Services

**Commercial Brokerage**

**Buyer/Tenant Representation**

- Analysis of client's real estate needs relative to its own business plan
- Comparative regional & local market data
- Property availability reports
- Briefings on initial financial identity requirements
- Environmental audits
- Lease vs leaseback vs purchase analysis and negotiation
- Lease audits
- Lease cancellation negotiation
- Lease or sublease renegotiation, renewal or exit strategy
- Identification of financing options
- Federal, state, and municipal incentive data
- Build-to-suit project services
- Advice on land use, building or office layout, tax issues, labor & transportation options
- Land acquisitions



**Owner/Lessor Representation**

- Analysis of client's real estate needs relative to its own business plan
- Comparative regional and local market data
- Property availability reports
- Comparative property tax data
- Property expansion, divisibility or contraction analysis
- Lease vs sale vs sale/leaseback analysis
- Lease, sale or sale/leaseback negotiation
- Valuation studies
- Land sales



From Incubator Office to New 100,000sf Build-to-Suit Sales & Distribution HDQs

**Investment Acquisition & Sales**

TOBI seeks the best return on investment by finding opportunities to:

- Renovate an existing building then filling vacancies
- Acquire a leased property in a market increasing in value
- Structure sale leaseback contracts



**Consulting & Advisory Services**

TOBI provides strategic advice to clients making national and international real estate decisions. Services include:

- Location feasibility analysis
- Energy, human resources, transportation, labor law, telecommunications or tax incentive studies
- Brokerage or developer referrals through our domestic & international networks
- Contract review, analysis or advice

**Representative Client List**

- |                                   |                                  |                               |
|-----------------------------------|----------------------------------|-------------------------------|
| AGIE (Swiss Machine Tools)        | Hubbard & Hubbard Assoc.         | NSK Corp.                     |
| All Nippon Airways                | Hwacheon Machinery               | Obayashi Corp.                |
| ALTAK                             | Ibiden Circuit of America        | OCS America                   |
| Alter Group                       | IF Gallery                       | Omron Electronics             |
| Amano Enzyme USA                  | ITW Mortgage Investment          | One East Wacker Corp.         |
| AMB Property                      | Japan Airlines                   | Oversea Air Cargo             |
| American Landmark                 | Japan Center for Education       | Paloma Industries             |
| American National Bank            | JALPAK International America     | PCS Travel                    |
| Americ Corp. (Nikken)             | JCCO                             | PMP Fermentation Products     |
| Ansimag                           | Jetro                            | Principal Life Insurance      |
| Anticular Engineering             | J-Power USA Development          | Proface America               |
| Aoki Laboratory                   | Kajima International             | Quality Screw & Nut           |
| Asahi Chemical Industry           | Kamic Corporation                | Riverside Refractories        |
| Asahi Kasei America               | Kato USA, Inc.                   | Sagami America                |
| Bank of Waukegan                  | Kikkoman Foods                   | Sankosha USA                  |
| Brandess-Kalt-Aetna Group         | Kintetsu World Express           | Seibu Co.                     |
| CECOL, Inc.                       | Knuth Machine Tools              | Senju Comtek                  |
| CenterPoint Properties            | Konami of America                | Shigma, Inc.                  |
| Chap's Management Corp.           | Korean Air                       | Showa Marine                  |
| Chapco Adhesives                  | Koyanaka Enterprise              | SIM Investment                |
| Chevy Chase Business              | Kubota Engine America            | SNK America                   |
| Chuba Nippon Building             | Kumon Educational                | Steangard Engineering Res.    |
| Citizen Electronics               | Kuriyama of America              | Sugino Corporation            |
| CNI International                 | KYB Corp.                        | Suntory Restaurant            |
| Comfort Masters Heating & Cooling | Kyoto Dai-ichi Kagaku            | Suruga Seiki                  |
| Commercial Computer Service       | Lowry Organ                      | Swiss Post International      |
| Connely Electric                  | Lyndex Corp.                     | Sysmex Corporation            |
| Consulate General of Japan        | Marcon America                   | Sysmex Infossystems America   |
| Daiel Trading                     | Matsui America                   | Takisawa USA                  |
| Dainichi Machinery                | MC Fabrication                   | Tanita Corporation of America |
| Dickal 770                        | McKlein Company                  | Teacher's Retirement System   |
| DuPage Machine Products           | Mercury Investment               | Tohoku Pioneer America        |
| E.K. Fasteners                    | Michigan Precision               | Toyoda Tsusho                 |
| EASTEK International              | Mikuni American Corporation      | Toyo Ink America              |
| FCLS Investor                     | Mitsubishi Electric              | TransCon Builders             |
| Fel-Pro                           | Mitsubishi Heavy Industries      | Transwestern Investment       |
| FIC America                       | Mitsubishi International Corp.   | Twin Bells Enterprises        |
| Foster Electric                   | Mitsubishi Machine Tools         | Unitaiyo American             |
| FTS International Express         | Mitsuwa Market (Yaohan)          | United Chemi-con              |
| Fuji America                      | Morgan Realty Partners           | Vantec World Transport        |
| Fuji Heavy Industries             | Mori Seiki America               | Van Vliissingen               |
| Fujisawa Pharmaceutical           | Mutoh America                    | Venture One                   |
| Fujitsu Research Institute        | Nagano International             | Windsor at Kensington         |
| Futaba Industries                 | Nai'i Italian Amer. Hall of Fame | Wittenstein Gmbh & Co. KG     |
| George Gullo Development          | Nikken Printing Supply           | Wood Dale/Wheeling, LLC       |
| GLR-Woodfield                     | Nikki America                    | World Com                     |
| Gullo International               | Nippon Sharyo U.S.A.             | Yamashin America              |
| Hiwin Technologies                | Nissei America                   | Yaohan USA                    |
| Honda Associates                  | Nitto System Technology          | Yasunaga Corp. of America     |
| Honda Express                     | Northbrook Laboratories          | Yasuda Trust and Banking      |
|                                   | Northern Builders                | Yusen Air & Sea Service       |