

Daimler Truck North America BTS Case Study



Client

Daimler Truck North America (DTNA)

Asset

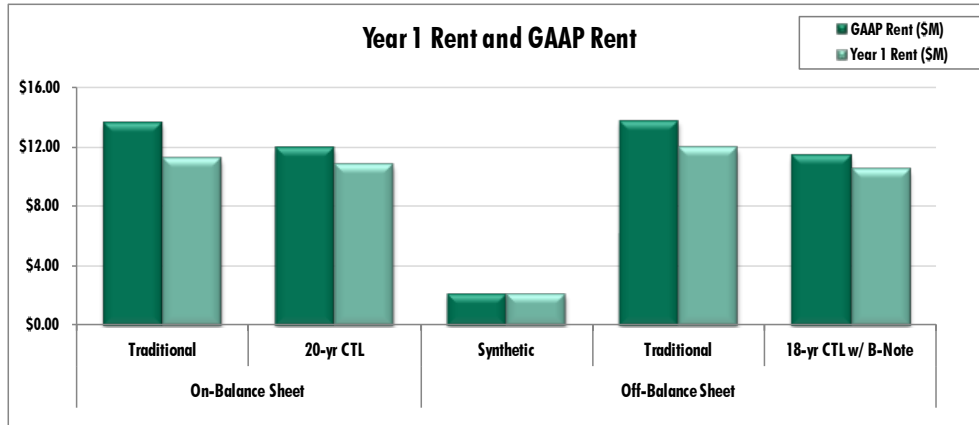
Planned \$162 million office headquarters in Portland, OR

Client Objectives

1. Retain control of the project
2. Flexibility to own the asset upon completion
3. Off Balance sheet during construction
4. Minimize rent
5. Accommodate ground lease and economic incentives into capital structure

CCM Strategy

The CCM team provided DTNA with multiple alternatives to finance the new HQ project and achieve its objectives, the economic results of which are summarized below:



DTNA selected the synthetic lease for its new headquarters. The CBRE Corporate Capital Markets team advised DTNA to select the most competitive capital source for the synthetic lease and worked with DTNA and its legal, accounting, and other consultants to execute and close on the transaction to meet the timeline for construction of the project.

Results

The synthetic lease offered extraordinary cost reductions during construction and the lowest cost lease rates compared to all other on or off balance sheet alternatives and provided for full flexibility for other DTNA objectives.