

TEAM PROJECT PROFILE



BRAKE PARTS INC. // GLOBAL TRANSACTION MANAGEMENT IL, PA, CA, KY, AND MEX

Size: 2,392,395 SF (12 transactions)

Total Consideration: \$63,000,000

Challenge: Brake Parts Inc. grew quickly through a private equity investment and a strategic acquisition. The business's real estate portfolio encompassed 43 properties, totaling 5,634,267 sq. ft. in 11 countries across North America, Europe and Asia. Brake Parts Inc. recognized its need for a single partner with manufacturing and distribution expertise to actively manage and drive value from its real estate portfolio.

Solution: CBRE leveraged the strength of its geographic platform to develop opportunities for creating efficiencies within the portfolio. With deep knowledge of local market dynamics, the team executed on long-term supply chain objectives and identified strategic buyers for nearly 1,000,000 SF of redundant manufacturing plants in less than 18 months.

Outcome: Since 2016, CBRE and Brake Parts Inc. have completed 12 transactions in two countries and four states with a total gross lease and sale consideration of \$63MM. These transactions ranged from dispositions of four obsolete manufacturing facilities to negotiating expansions and lease extensions of multiple mission-critical regional distribution centers.

"Hiring CBRE and utilizing Matt Mulvihill as our single point of contact for real estate services has enabled us to streamline communication, planning and action over numerous projects in varying geographies to create long-term solutions for our business. With CBRE's partnership, we can focus on our customers and core values as a business." — Phil C., CFO



MATT MULVIHILL

Executive Vice President
matt.mulvihill@cbre.com
+1 847 706 4964



ROB GRAHAM

Senior Vice President
rob.graham@cbre.com
+1 847 706 4034



CAL PAYNE

First Vice President
calum.payne@cbre.com
+1 847 706 4995



KEVIN SEGERSON

Senior Vice President
kevin.segerson@cbre.com
+1 847 585 0680



PHILIP DEBOER

Associate
philip.deboer@cbre.com
+1 847 706 4970



GENNA NICKETTA

Client Services Specialist
genna.nicketta@cbre.com
+1 630 368 5539

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