



## OUR CLIENTS DO THE TALKING...

"Weber Wood Medinger has supported TRW Automotive for several years and continues to prove their ability to adapt to the ever changing strategic requirements of our Company. Your analysis and counsel is important in each transaction we conduct. We are pleased to have you as part of our team."



"WWM spent countless hours assisting us in a way that goes, in my mind, above and beyond what normally goes into a search. We appreciate all your support along the way. We could not have done this without you and we are grateful for the collaboration."

**ANCORA**

"We have worked with Weber Wood Medinger for over 10 years on real estate projects involving several of our portfolio companies. Whether it is a sale leaseback, facility disposition or due diligence on a potential acquisition, WWM has consistently added value to our process."



STRATEGIC APPROACH

UNPARALLELED EXPERTISE



Successfully completed  
assignments throughout  
North America, South  
America, Europe and  
Asia.

WWM

Corporate Representation  
Private Equity Services  
Investment Real Estate

**Blair Wood**

[bwood@wwmrealestate.com](mailto:bwood@wwmrealestate.com)


25800 Science Park Drive  
Suite 150  
Beachwood, OH 44122  
Telephone: 216-359-0321

**Kevin G. Joseph**

[kj@wwmrealestate.com](mailto:kj@wwmrealestate.com)

25800 Science Park Drive  
Suite 150  
Beachwood, OH 44122  
Telephone: 440-220-2686

[www.wwmrealestate.com/leaseback](http://www.wwmrealestate.com/leaseback)



# Real Estate Solutions Designed To Drive Enterprise Value

## Sale Leaseback Strategies for Public Corporations & Privately Held Businesses

### SUCCESSION PLANNING

Company owned and/or related entity owned real estate can be utilized to facilitate succession planning with your client's privately held business.

### LEVERAGE REAL ESTATE TO BE PART OF YOUR CAPITAL STRUCTURE

ROI in the core business is often much greater than in non performing real estate. We help utilize and monetize owned real estate to clean up balance sheets, pay down debt.

### UNDER-FUNDED PENSION LIABILITY

Utilize owned real estate's sale leaseback value to generate funds to cover pension liabilities.

### PARTNER BUYOUTS AND FAMILY PARTNERSHIP PLANNING

Sale leaseback proceeds can be used to help facilitate partner buyouts and stock repurchases.

### ACQUISITIONS OR EXPANSIONS

Use sale leaseback proceeds for add-ons to the business. Existing facility expansions can also be funded with proceeds.

### ASSET DIVERSIFICATION

Many business owners have nearly all of their assets tied up in their company. A sale leaseback liquidity event can be a catalyst to diversify assets.



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Commercial Real Estate Advisory Services Since 1968