

# KYOBOREALCO MAKES YOUR PROPERTY VALUE GO UP



*KyoboRealco  
that is always trusted*

  
**KYOBO** Realco



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# Realco

## Real values

Originating from the managing real estate facilities of Kyobo Life Insurance in 1979, Kyobo Realco has since evolved to the extent that it now provides tailor-made real estate services ranging from property management, leasing consulting, investment advisory, transactions, and space design to even include the new renewable energy business.



With extensive experience and strategies that consistently adapt to the latest changes in the real estate market, we will offer comprehensive real estate services to guarantee success.

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## Management Philosophy

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### Mission

Our mission is to help our clients maximize their property values.

### Vision

A property service provider with the greatest client admiration.

### Core values

We will always put our customers first in our thoughts and action.

We will always be honest and sincere on every respect.

We will always innovate, starting over again if at first we do not succeed.

### Principles

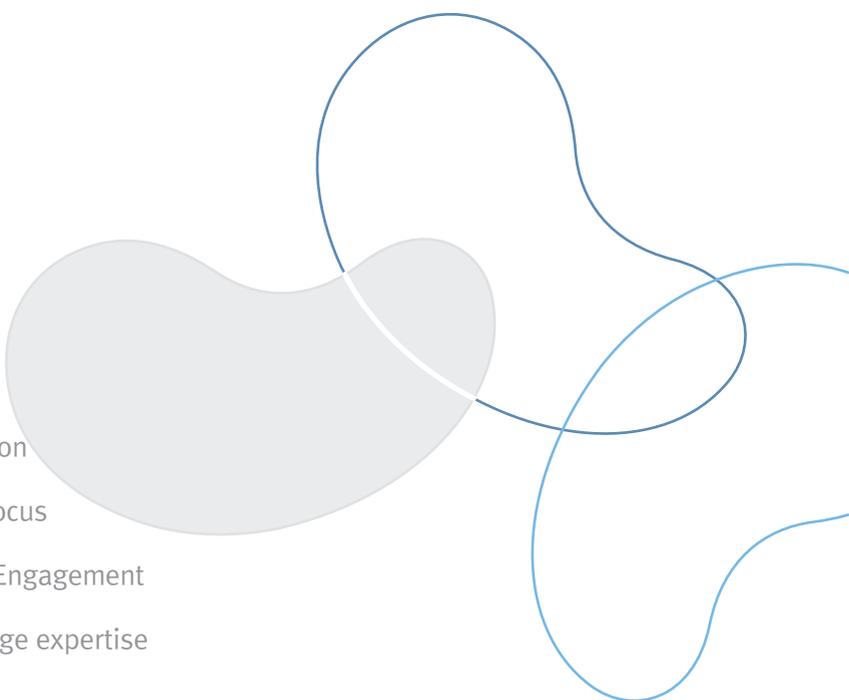
Honest and sincere person Ethic

Adventurous and active person eXecution

Customer-oriented person Customer Focus

Participative and cooperative member Engagement

International-level experts Leading edge expertise





## Kyoborealco Heritage

Originating from managing the properties of Kyobo Life Insurance in 1979, Kyobo Realco has since established a solid business infrastructure, and now manages a wide variety of properties. Built on the kyobo brand and its management philosophy, we provide quality property management services to grow together with our clients as a reliable partner.



## Domestic Network Nationwide

We run four branches at Gangbuk, Gangnam, Yeongnam and Chungcheong · Honam and the Seoul Central Safety Management Center. Our domestic network that spans the nation provides rapid and accurate services with the database unique to Kyobo Realco.



## Value Growth Marketing

We implement aggressive lease marketing to raise the vitality and value of properties. In addition, we derive and present strategic marketing plans such as equity investments, master lease, etc. to mature with our clients.



## Professional FM (facility management)

Professionals that cover every area with expertise manage and maintain the facilities

- FM through KPMS
- QR code facility inspection
- CIMS(Cleaning Industry Management Standard) international certificates
- Technical support organization
- Energy control
- Landscaping, indoor fragrance, etc. premium service

**PRIME GRADE**

Jongno Tower  
Property Management  
60,606m<sup>2</sup>  
CBD



## Office building

As work styles continue to diversify in modern society, People need various requirements for workplace where they spend their time more than residential spaces.

Based on its extensive experience and strategies in property management, Kyobo Realco has continued to secure the finest expertise in real estate consulting for office buildings to fully cater for the expansion of new real estate markets.

### Track Record

Gwanghwamun Kyobo Building	94,634㎡	Kyobo Tower	92,718㎡
Jongno Tower	60,607㎡	KAIT Tower	34,461㎡
KDB Life Insurance Tower	82,116㎡	NHN Building, Pangyo	37,626㎡
Songpa, Nonghyup Building	46,172㎡	DGB Life Insurance, Busan	23,829㎡



## Real Estate Services by Type

### Logistics Center



### Logistics center Necessity of the systematic property management

As online spending patterns increase, logistics centers are getting more attention. Kyobo Realco offers comprehensive property management solutions to raise the stability and systematic value of the logistics centers.

#### Track Record

Arenas Logistics Center	349,722㎡
Yangji, SLC Logistics Center	115,085㎡
Jinhae, Logistics Center	54,566㎡
Core Logis Logistics Center	24,436㎡



### **PRIME GRADE**

Arenas Logistics Center  
Property Management

349,722㎡

Logistics  
center  
Property value  
Improvement

### **Management of logistics center properties**

We provide periodic safety and security inspections for large spaces and maintain the facilities such as freezer, emergency power generation, and power supply facilities. Also, we integrally manage the logistics center including lease contract, administrative work, facility management, risk management, etc., to extend the life of logistics center assets.

### **Vitalization of logistics centers**

We provide the consulting services such as market research, database construction, feasibility analysis of development projects, new lease activities and contracts and transactions to vitalize the logistics centers.



## Lease care

Lease care is a form of lease marketing that attracts anchor tenants to vitalize retail spaces before completing the construction of retail properties.

Before completion  
we analyze the commercial sphere and develop a thorough plan to attract tenants.

After completion  
we plan and provide real estate services that are capable of performing continuous operations and management.

## Track Record

Lease care of Lakmon, Dongtan	60,892㎡
Lease care of DIMC Terra Tower, Dasan	252,862㎡
Lease of Alpharium, Pangyo	123,917㎡
Lease of Time Space, Songdo	183,478㎡
Hapjeong, Delight Square Master lease of Kyobo Book Centers	7,927㎡ (Exclusive space)
Gwanggyo, L'Fort Mall Master lease of Kyobo Book Centers	3,636㎡ (Exclusive space)

Hapjeong, Delight Square  
Master lease of Kyobo Book Centers  
Lease consulting  
7,927㎡ (Exclusive space)

## Retail

Retail offers intuitive and experience that differs from online for consumers' experience in lifestyle. We analyze trends such as consumption patterns, space design, major tenants, and raise the value of properties through the colorful vitalization of space.

# Customer eXperience New Culture



### Retail leasing consulting

We establish the most suitable marketing strategies for retail leasing and execute integrated leasing attraction services.

- Accurate trend identification and market analysis
- Identification of the division of ownership and the thorough execution of marketing
- Provision of comprehensive management measures necessary to increase property value
  - Property management, space design, lease management, etc.



### Hotels & Resorts

Based on our experience in managing medium, and large hotels, we also provide the comprehensive property management and premium services for accommodations such as hotels & resorts.

### others

We render optimal real estate services that are geared towards various types of real estate, including knowledge industry centers, data centers, research institutes, and parking lots.

## Digital Smart, FM SODIAN

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### Safety management center

Main equipment of each building across the country is integrated and connected to the main center

for monitoring, and technical equipment is used to perform full-time safety management.

Our brand SODIAN offers digital smart FM (facility management) services. The repetitive patterns of the facility management are connected to the system to accurately increase management efficiency, and full-time safety management is enforced using technical equipment.

### Remote alarm system

The main facilities are monitored 24 hours a day and real-time monitoring is conducted for power outages, fires, leaks, on/off of heating and air conditioning, etc. to respond rapidly in case of an accident.

### High-risk flood prevention and control

Separate equipment in high-risk spaces, such as mechanical and electrical rooms, and new materials are adopted to prevent any major accidents from occurring.

### Indoor air management

In cooperation with 'K-Weather' the indoor environment regarding the matters concerning air quality such as room temperature, humidity, fine particles, etc. are expertly managed using wireless devices.





## KPMS

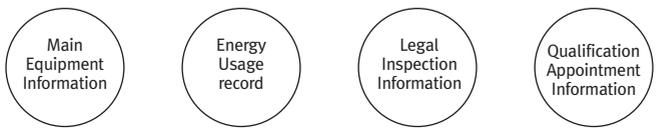
Equipment inspection is conducted and records are created through mobile devices. Repetitive

## Equipment QR code inspection

Equipment is inspected and records are made with QR codes using mobile devices, and the recorded information is linked to the KPMS. Facilities are managed efficiently throughout an accumulated database.

## KPMS WEB View

By accessing the information within the KPMS system via the Internet, you can check the data anytime, anywhere.





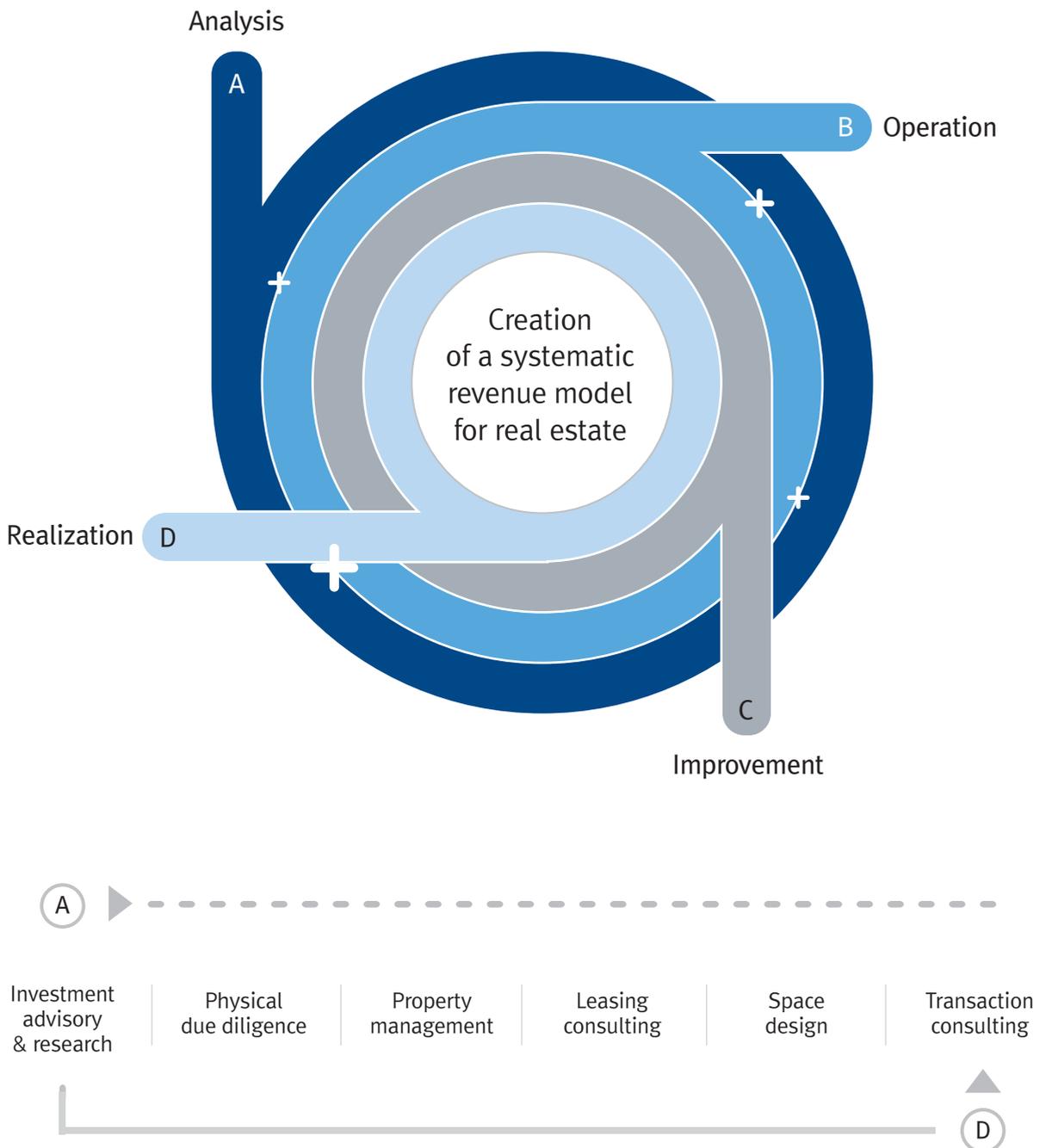
*KyoboRealco  
makes your  
property value go up*



Onestop Solution

# Real Estate Value-added Services

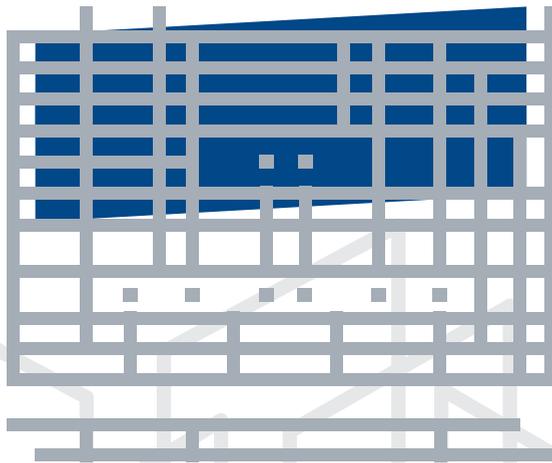
We provide the one-stop solution service for real estate so as to raise the value of properties.





# Core value business

Kyobo Realco will strive to reach beyond its management-based business,  
and present even greater value as a comprehensive real estate service provider.  
that encompasses developmental consulting,  
the infrastructure, and energy



Built on its resounding functionality and competence,  
the company realizes optimal value together with its valued clients

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## About business

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### Property Management

We are commissioned to meticulously manage our clients' (owners) properties and minimize the costs to expand their profits and increase the value of properties.

#### The trusted people of Kyobo & business infrastructure

Commencing with managing the properties of Kyobo Life Insurance to establish a business infrastructure, we now manage a wide variety of properties. As a trusted company, acknowledged by the Kyobo brand and its management philosophy, we provide personalized property management services with the goal of growing together with our clients.



### Main performance

#### Property management report

We formulate property management plans that are geared towards matching the characteristics of real estate, and provides periodic management reports

#### Lease contract management

We engage in marketing activities to reduce the number of vacancies and renew contracts on spaces available for rent, thereby focusing on the continuous vitalization of properties.

#### Professional facility management

Our professional technical support with technical qualifications safely protects your properties.

#### Customer satisfaction

We pay careful attention to customer feedback through CS training and CRM activities and address any service issues to improve satisfaction.

#### Risk

Based on the consultations given by professional lawyers, we hedge against any sensitive risks arising from laws and regulations, and government policies among others.

## Leasing consulting

We attract tenants for leaseholders to revitalize and improve the value of the properties and carefully guide the tenants to optimal buildings that perfectly match their characteristics and conditions to help them obtain more equitable lease agreements.

### leasing network

Based on the major buildings located throughout the nation and the tenant database, we provide optimum leasing consulting services to meet our client's needs.

From carrying out initial searches for buildings to the assignment, leasing, and interior design, we offer one-stop comprehensive services.

## Value Growth Marketing

Marketing strategy oriented towards zero vacancy rate

- ✓ Greater emphasis on marketing activities and collaboration through an organization dedicated to marketing for each type
- ✓ Raised synergies through collaboration with our various partners
- ✓ Marketing activities targeted towards growing with our clients such as equity investment through analysis and master lease.



Track Record

FKI Tower  
Lease for KB Bank

Signature Tower  
Lease for Kumho(KKPC)

KAIT Tower  
Lease for Orix Capital

Center Point B.D.  
Lease for Mega Study

Korean Bar Association  
Lease for BCT Korea

Young City N Tower  
Lease for A&D Credit

SFC B.D.  
Lease for the MSS

ICON B.D.  
Lease for Hanmi Global

Season B.D.  
Lease for MTAC

ECT B.D.  
Lease for OliPass

G Tower  
Lease for Kyobo Life

Yonsei Severance B.D.  
Lease for K Magic

Track Record

## About business

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### Investment advisory

We provide short- and long-term investment strategies and ideal investment plans, Based on regular market research information and database we have accumulated through property management experiences over the years.

#### Property market analysis

Engages in research activities and provides real estate news and real estate market report

#### Optimal utilization of properties

Business feasibility review, optimal development plan, optimal facilities, determination of an optimal scale, analysis of the optimal utilization method for real estate such as investment profitability analysis.

#### Real estate development plan

Analyzes real estate types, requirements, etc., and establishes development plans based on the rational methods in the legal, physical, and economic aspects of real estate

#### Real estate management advisory

Provides comprehensive real estate-related services, including developing new types of real estate products, calculating the appropriate amount of real estate in possession, formulating marketing strategies such as real estate sales planning, and analyzing the profitability real estate for rent

#### Track Record

- Optimal utilization of properties owned by Shinhan Bank and consulting for management strategies
- Optimal utilization of properties owned by NH NongHyup Bank nationwide
- Optimal utilization of properties owned by KB Bank nationwide
- Optimal utilization of properties owned by DGB Bank
- Optimal utilization of properties owned by BNK Financial Group
- Optimal utilization of the site (Jangdae-dong) for the Information & Communication Financial Cooperative
- Measures for optimal development of the NongHyup(headquarters)
- Consulting for the development, lease, and sale of the Cloud M Logistics Center



Realestate  
Valuation Advisory

## Physical due diligence

Physical due diligence serves as an objective management standard such as the physical condition and risk forecast, improvement plan, and cost regarding the buildings to ensure that the most suitable choices are made for real estate transactions.



### Due diligence expert

The due diligence is conducted by experienced expert teams that specialize in each area— architecture, machinery, electricity, firefighting, elevators, etc.

### High-tech equipment

We provide high quality information by forecasting any potential risks and conducting objective due diligence with a range of high-tech equipment.

### High quality report

We develop the most suitable measures for improvement that accurately reflect the requirements.

- **Due diligence overview :**  
Basic information of buildings, status of major facilities, etc.
- **Key details :** Results of due diligence by field
- **Cost estimation :**  
Revenue and capital expenditure breakdown by field
- Detailed results of due diligence, data requested by the clients

## About business

### Transaction Consulting

We find the prospective investors and high-quality properties with our nationwide network information And support whole process of transaction for client's the highest profit.

#### Transaction agreement

step1	step2	step3
Strategy plan	Bidding	Due diligence and negotiations
Bid document preparation and investor identification	RFP/IM distribution, LOI submission, Selection as a preferred bidder/ MOU	Physical due diligence and final negotiation



#### Marketing strategy for transaction

- ✓ The highest sales price through bids
  - Limited competitive bidding
  - Inducing participation in major domestic AMCs

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- ✓ Formulation of the sales master plan reflecting the real estate analysis

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- ✓ Boom-up through marketing
  - REF property management firms, REITs AMC, blue chip companies

Limited Bidding

Master Plan

Target Invitees

#### Track Record

▪ MDM Tower purchase Consulting	55,790㎡
▪ DGB Life B.D. transaction consulting	23,829㎡
▪ N Buildin sale consulting	14,806㎡
▪ Kyobo Foundation B.D. transaction consulting	8,477㎡



## About business

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### Space design

Space design improves spatial reconstruction and utilization. We manage and supervise all stages of each project to guarantee its safe and full completion.

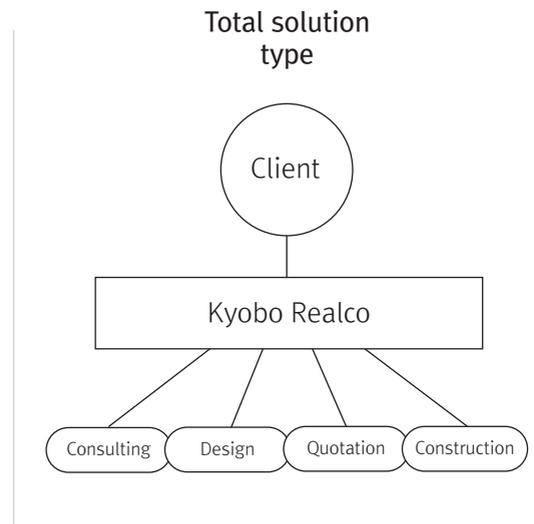
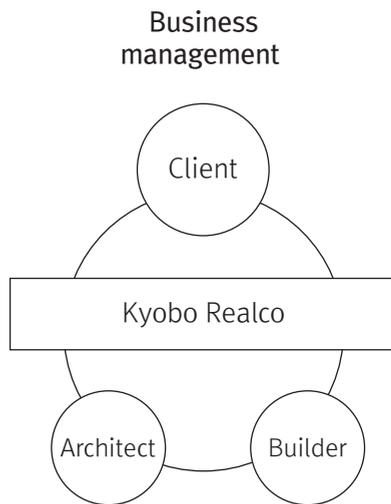


## PM · CM

A professional agent for the client will manage and supervise the progress of the project according to the process and budget to improve the degree of the project completion.

### Planning & Management

- Budget / Cost
- Project
- Program
- Construction
- Development
- Transfer



## Design

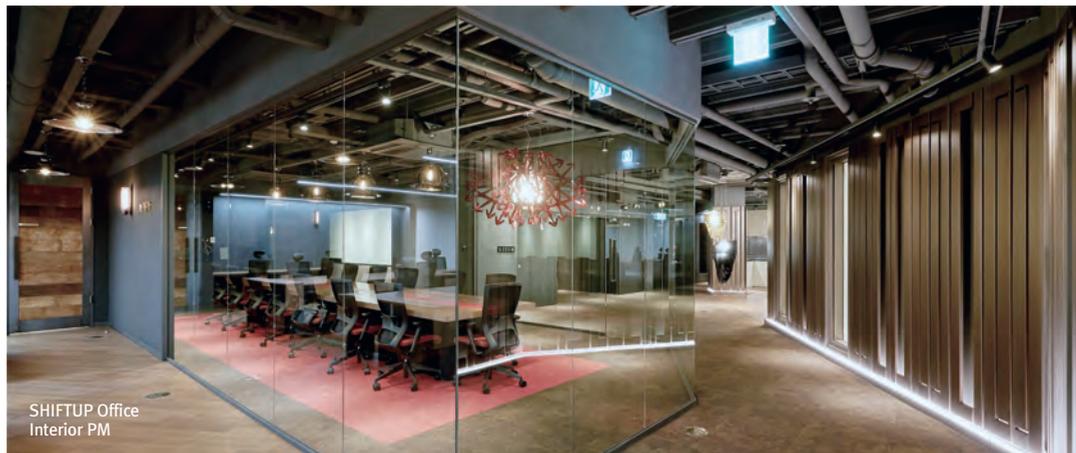
We value the spatial culture, and design beautiful and flexible spaces.

## Construction

### Turnkey design & construction

Our projects are executed through a single window dedicated to programming, design concepts, the work environment, space planning, cost, contracting and construction.

*Changes in business  
and daily life*



## About business

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### New renewable energy

New renewable energy, a future growth engine, prevents any environmental problems and provides a pleasant society.

KyoboRealco provides a comprehensive solution for developing and operating energy business such as solar energy, wind power, fuel cell



## Business Energy type



### Solar energy (Photovoltaic)

Photovoltaic power uses solar panels to collect light energy and produce electric energy. It is easy to maintain and it is possible

### Fuel cell

Fuel cell produces electricity and heat energy through the electrochemical reaction of hydrogen and oxygen.

### Wind power generation

The wind power generation converts mechanical energy generated by a wind turbine into electric energy.

## Business Process



### 1. Project planning and development

We conduct comprehensive analysis for site selection, licensing, and business eligibility among many others.

### 2. Finance

We guide our clients to choose financial products that are ideal for their business.

### 3. Engineering

We provide optimal business design according to the terrain with our experts.

### 4. Engineering, procurement, and construction (EPC)

We manage engineering, procurement, and construction through the optimal supply of equipment and a professional construction team.

### 5. Operations & maintenance (O&M)

We minimize any electric power loss through periodic monitoring and provide post operations and maintenance services.

## Track Record

▪ Pungchon photovoltaic generation	800 KW	▪ YeongGwang, Photovoltaic generation	15 MW
▪ SH No.10, photovoltaic generation	1 MW	▪ HamYang, Photovoltaic generation	2 MW
▪ SinGwang photovoltaic generation	5 MW	▪ CheorWon, Photovoltaic generation	2 MW
▪ Baekyeonghyeon photovoltaic generation	4 MW	▪ Consulting for Cape Clean Photovoltaic Generation	PV 2 MW



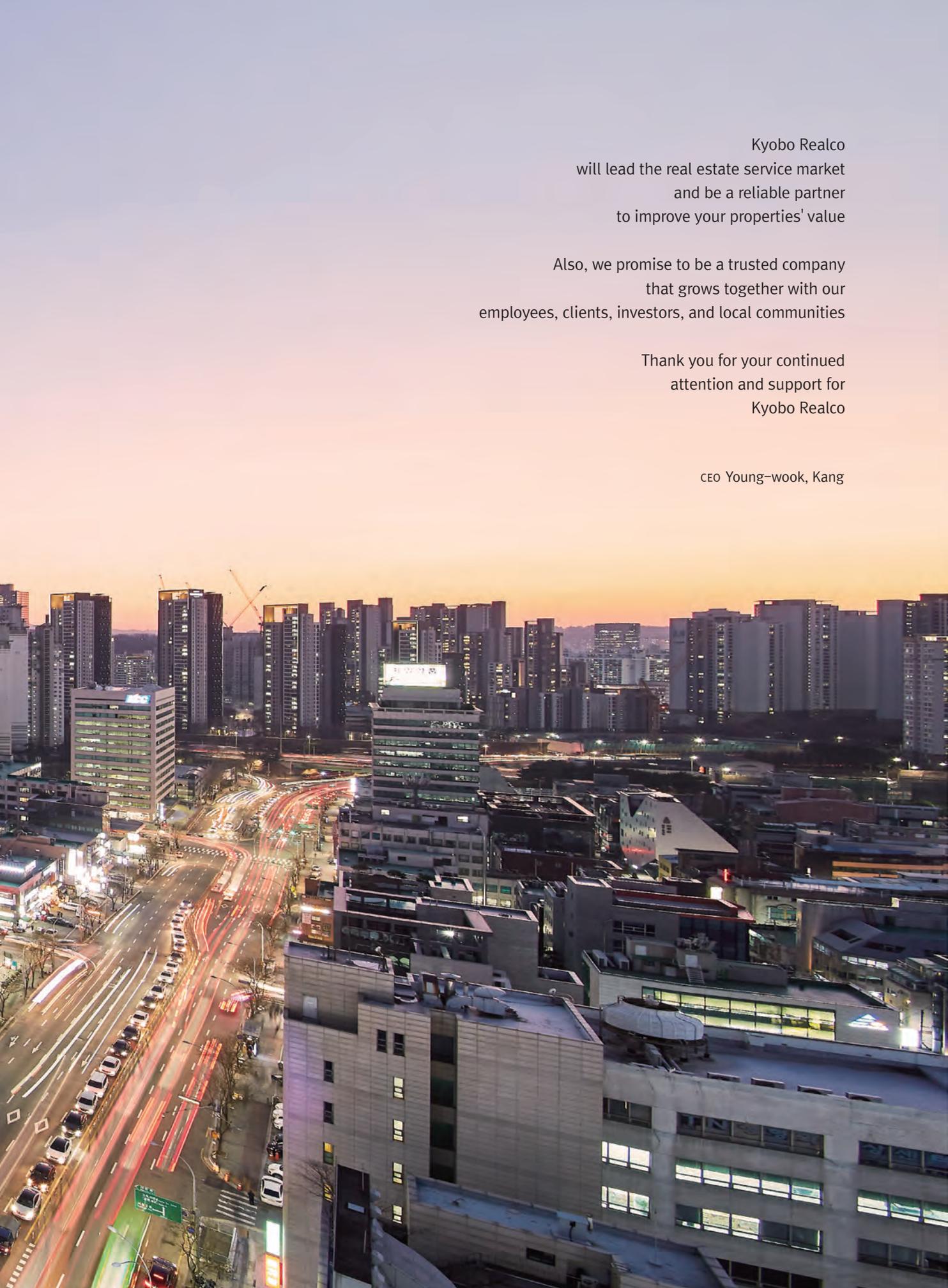
교보생명

KYOBO

REGEN

이제부터는 모든  
공공기관에서  
공공서비스  
공공 서비스

교보생명



Kyobo Realco  
will lead the real estate service market  
and be a reliable partner  
to improve your properties' value

Also, we promise to be a trusted company  
that grows together with our  
employees, clients, investors, and local communities

Thank you for your continued  
attention and support for  
Kyobo Realco

CEO Young-wook, Kang





