

CRAIG LEIKER

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Craig Leiker specializes in sales and leasing of office, industrial, and R&D properties in the Silicon Valley.

With over 35 years of experience Craig has been the top producer at the firm numerous times, as well as one of the top agents in Silicon Valley. Craig has been honored by the Association of Silicon Valley Brokers by being inducted into the Broker "Hall of Fame" and awarded the Silicon Valley "Industrial/R&D Broker of the Year." He has also been awarded the "Vendor of the Year Satisfaction Award" by Applied Materials for providing outstanding service and contribution. His trusted relationships within all aspects of Silicon Valley enable him to specialize in solving problems for clients.

SIGNIFICANT TRANSACTIONS

3,900,000 SF	Applied Materials
1,800,000 SF	3Com Corporation
860,000 SF	Hewlett-Packard
720,000 SF	Litton Industries
650,000 SF	Redback Networks

SELECT PROJECT EXPERIENCE

Applied Materials (AMAT) - Represented and was the lead person in over 35 lease and sale transactions totaling 3,900,000 sq. ft. These included acquisitions and dispositions through various cycles of the semiconductor industry. A majority of these transactions were dispositions of property which were a result of Applied Materials acquiring companies and disposing excess property. The client twice awarded Craig the Vendor of the Year Award for outstanding strategy and execution. The cumulative savings was in excess of \$70,000,000.

Tesla/Toyota - Represented and relocated Tesla wheel assembly process to an independent site.

Hewlett Packard (HP) - Represented in acquisition and disposition of 860,000 sq. ft. This included the disposition of a 36 acre campus in Sunnyvale as well as acquisition of numerous properties in the local market.

SELECT CLIENT LIST

- 3Com
- Applied Komatsu Tech.
- Applied Materials
- Aspect Communications
- Boston Scientific
- Digital Equipment
- Experien
- FileMaker Pro/Apple
- Hewlett-Packard
- IBM/Rolm
- Litton Industries
- Lockheed/Martin
- McCandless Dev.
- Monolithic Systems
- Palm
- PS Business Parks
- Raychem
- Redback Networks/ Ericsson
- Sun Microsystems/ Oracle
- Teradyne
- Tesla
- Toyota

SELECT PROJECT EXPERIENCE CONTINUED

Litton Industries - Represented acquisition and disposition of campus and isolated buildings resulting in savings in excess of \$12,000,000. He received numerous awards from Litton for achievements including savings in facilities and operations.

Redback/Erickson - Represented in acquisition and disposition of 450,000 sq ft campus. This involved strategy and planning to create the assemblage of buildings as well as a subsequent disposition plan (Redback).

Rolm/IBM/Siemens - Represented landlord in disposition and renegotiation of 300,000,000 sq. ft. campus in Santa Clara. This involved the AAA arbitration process (judges, courts & lawyers) and was a quite complex process and resulted in a favorable outcome of additional \$18,000,000 in cash flow

Sun Micro (currently Oracle) - Represented in the western region which included disposition of 300,000 sq. ft. of excess space resulting in substantial savings to client