

# ACHIEVE THE CHANGES IN ACTIVITIES, REAL ESTATE AND TERRITORIES

## Existing sites, new sites: adapting real estate to the evolution of your business?

Industrial, research, health, administrative, logistics sites, etc. must optimally meet user expectations, changes in size and type of business, and increasing regulatory constraints

Thus, from the point of view of operations as well as current property management and ownership, it may be useful to analyze the suitability and performance of a site or of a real estate portfolio in terms of business, economy of operations, and strategy



Since 2001, one team, 3 work fields  
for tailor-made support to your real  
estate decisions and projects



**CONSULTING** in organization  
& set up of businesses and  
sites



**DEVELOPMENT** of sites &  
territories, valuation &  
financing



**MANAGEMENT** of  
infrastructures & construction  
projects



Since 2001 Lindea have been working with industrial, service and cooperative groups, as well as local authorities

**LINDEA** carries out 70 to 80 assignments each year, more than half of which concern the adaptations to operating property, in France and Western Europe

**LINDEA is independent**, including operators and real estate marketers, technical and architectural project managers

The following companies have placed their trust in **LINDEA**: Rio Tinto, Richemont, Chanel, Hermès, CEREMA, Boehringer Meriel, Salomon, Gerflor, RATP, Renault Trucks, InVivo, Korian, Aramis Auto, Sika, ...



### Operating sites:

industrial

logistics

service sector / offices

R&D / laboratories

commercial

services

health

### CONTACT

**Arnaud Kiner**  
Associate Director

[arnaud.kiner@lindea.com](mailto:arnaud.kiner@lindea.com)

04 74 67 54 27

Lyon, Lisboa, Istanbul

**[www.lindea.com](http://www.lindea.com)**

878, rue Nationale  
69400 Villefranche

# YOUR QUESTIONS...

**ORGANIZATION OF ACTIVITIES:** whether to adapt existing real estate or to explore solutions of a new site to meet your changing needs?

**MAXIMIZING THE POTENTIAL OF ON-SITE ACTIVITY:** what is the optimum capacity accessible with my current inventory of real estate, including reserve building capacities, adaptation of organizations and location of activities?

**STREAMLINING INSTALLATIONS:** what are the short and long-term gains in making the occupation denser, or in re-grouping activities?

**POTENTIAL FOR EXTENDING USEFUL AREAS WITHOUT DISRUPTION OF ACTIVITY:** under what operational, technical and regulatory conditions? At what cost? With or without restructuring the existing property?

**RECOVERY OF UNUSED SURFACE AREAS:** how can I determine use and yield, or perhaps sell a sub-unit that has become superfluous to operations? Is it possible to enhance a sub-unit without disturbing the business while the solutions for pooling and establishing independence?

**RESTRUCTURE OR BUILD?** what economic gains and deadlines, what complexity? What level of response to the specifications?

**NEW LOCATION CHOICE:** what requirements and flows need addressing? What geographical area, what type of environment, etc.? What benefits, aids and financing are offered by the regions? What are the regulatory procedures?

**OWNER/TENANT:** how can you limit the cash commitment on a new investment (purchase/work)? Should you renegotiate the lease terms?

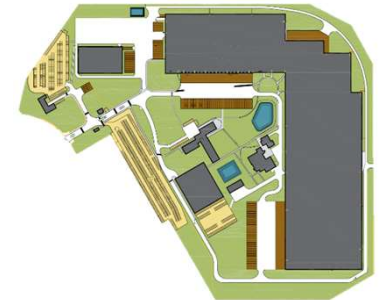
# ... Lindea RESPONSES



**Lindea assists** operators (policy makers and users) as well as owners-investors, in adapting their real estate to the evolution of their business: location, relocation, mobility, streamlining, organization of activity

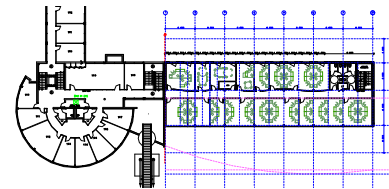
## ALTERNATIVE RESL ESTATE SCENARIOS AND INVESTMENT MASTER PLAN:

before the detailed research, assessing the development investment and/or streamlining, on the scale of a site or a multi-sites park



## EVALUATION OF TECHNICAL AND INVESTMENT SOLUTIONS:

choosing the most suitable solution on the basis of budgets, time limits and implementation conditions



## QUALIFICATION AND REAL ESTATE SEARCH:

having a selection of land/built solutions in response to a structured specification

## REAL ESTATE SET UP:

outsourcing all or part of the investment, target and contracting with a third-party investor

## PREPARATION AND ASSISTANCE WITH DEPLOYMENT:

structuring the detailed requirements, guiding the consultation and the setup of the work companies and the project engineer, representing the user-operator and monitoring the project, the hand-over and the commissioning of facilities