

# ACHIEVE THE CHANGES IN ACTIVITIES, REAL ESTATE AND TERRITORIES

## How can you improve the value of an operating property?

Succeeding in giving new impetus and value to a site whose historical purpose is fading raises questions, when it comes to the prerogatives of sellers, buyers who want to operators a business, communities and trustees: whether or not to maintain the economic purpose of a business, profitability of the project, contribution to the development of a region, its population and its facilities, exemplary conformity from an environmental and societal perspective, etc. ...

**Lindea assists owners, operators (users and decision makers) and investors, in their divestment projects and total or partial conversion of industrial sites, in two ways:**

- building a realistic opinion on the value of the asset as well as the operational and administrative conditions and administrative implementing it
- accomplishing your renovation up to the transfer of assets



**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



**Operations, investment & development**

**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 in France and Western Europe, half of which concern property and land valuation

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

The following companies have placed their trust in **LINDEA**: NTN-SNR, Danone, Korian, Orange, APRR, IRSTEA, ONERA, Allianz Immovalor, Quartus, Altarea Cogedim, Lyon Métropole, Société du Grand Paris, Mairie de Divonne-les-Bains, EPF Nouvelle Aquitaine, ...

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# YOUR QUESTIONS...

**ASSET VALUE:** who to sell or rent an asset in progress or at the end of its operation to? What schemes provide the best value and responds to my non-economic objectives?

**REGIONAL ORIENTATIONS:** what perspectives and policies are supported by the different municipalities for local development (economic, commercial, residential, public services, transport and services)? What elements of a site reuse project could benefit from aid and funding?

**CONVERSION:** will my industrial site earn more repurposed for housing, stores, offices, community facilities, etc.?

**PARTIAL RESTORATION:** what would be the interest and the conditions for surrendering part of a poorly used site while keeping it in operation?

**ENVIRONMENTAL FOOTPRINT:** what obligations do I face in terms of ICPE and pollution clean-up before transferring my asset?

**SCHEDULE / DEADLINES:** which transfer strategy allows me to transfer my asset the most rapidly? Which steps are indispensable?

**PEQUISITE RECONFIGURATIONS:** which transformations are a better use of my site: demolition, pollution clean up, division, facilities, restructuring, construction, etc. ?

## ... Lindea RESPONSES



### URBAN AND ECONOMIC POTENTIAL:

set out and size priority functions and the level of diversity (housing, services, shops, production, etc.) in relation to a site's position in an area

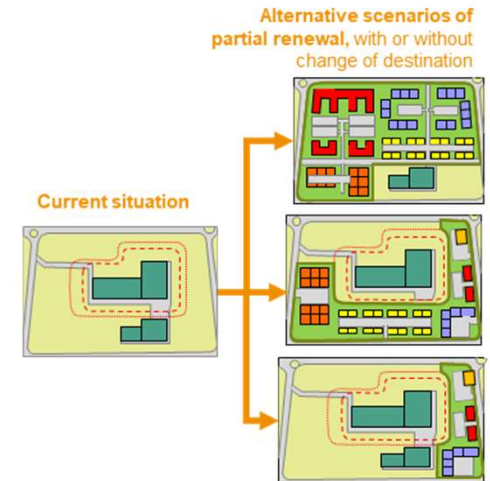
### REAL ESTATE SCENARIOS:

building the best renewal scenarios, with or without change in destination, assisting in the choice

### CONSULTATION BETWEEN OWNERS AND TRUSTEES:

authorizing and optimizing the upgrade project by a dialog with the local communities and the DREAL (France's national environment agency), preparing for the regulatory changes

**REAL ESTATE EXPERTISE:** having valid objective and up to date advice



### REALISTIC OPTIMIZATION OF THE REAL ESTATE VALUE CHAIN:

create the conditions for an objective and reasoned consideration of a seller's issues, those of the buyer and of regional authorities in choosing a program and operators and in the financial statement of a project

### TECHNICAL AND ADMINISTRATIVE CONSTRAINTS:

anticipate and manage preliminary reconfigurations, diagnostics and studies necessary to affect a sale, administrative permits, compatibility between regulations and project (including the local planning PLU and ICPE - environmentally protected facilities)

Comparative analysis based on the operations assisted by Lindea

