

# ACHIEVE THE CHANGES IN ACTIVITIES, REAL ESTATE AND TERRITORIES

Investing, selling,  
transferring an  
activity, selecting a  
project team, receive  
a building, etc....



In these processes involving analysis, decision-making and implementation of structured projects, one sometimes needs to conduct a rapid, targeted and one-off audit and analysis, or to have an initial, more global perspective within a limited time frame and at a limited cost



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 in France  
and Western Europe

**Half of Lindea's projects** relate to the  
total or partial enhancement of a  
site or an area or the conversion or  
sale of private and public real estate

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



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# FOR THESE SITUATIONS LINDEA BRINGS YOU FAST, TARGETED MISSIONS AND FLASH EXPERTISE:

## EVALUATION

Flash : 2 weeks /  
Full : 1 month

- ▷ flash value opinion on illiquid real estate assets (industrial sites or logistical, research center, etc. ) as is and for their latent value
- ▷ real estate market study for goods or difficult environments
- ▷ optimization of urban program and real estate balance sheet
- ▷ potential value of real estate assets in the context of transfer/acquisitions, counter-expertise of insurance

## REAL ESTATE OPTIMIZATION

Flash : 2 weeks /  
Full : 1 to 2 months

- ▷ optimization of real estate specifications
- ▷ specification and evaluation of new site(s)
- ▷ optimization of installation and constructive solution: production, service industry, R&D, etc.
- ▷ evaluation of aid and financing mechanisms suited to the project and to the region

- ▷ optimization of operating costs and environmental performance
- ▷ productivity of service industry area, to the scale of a site or a park
- ▷ monitoring expenditure commitments of a real estate project
- ▷ analysis of regulatory constraints applicable to a project, in the short and long term

## ORGANIZATION & REAL ESTATE PROJECT MONITORING

Flash : 2 weeks /  
Full : 1 to 6 months

- ▷ negotiation of leases and rental set up, contractualization
- ▷ search for an acquirer, operator, user or investor
- ▷ optimization of transfer or acquisition bids

- ▷ selection of project development mode, organization of internal and external resources, help with consultants
- ▷ optimization of the tenders for work or for acquisition, during the consultation phase
- ▷ organization of work yards and management of co-activity
- ▷ project reviews, receiving operations and qualification of facilities

## ORGANIZATION & ESTABLISHMENT

Flash : 1 month /  
Full : 2 to 3 months

## ACQUISITION SALE LEASE

Flash : 2 weeks /  
Full : 2 to 4 months