

ACHIEVE THE CHANGES IN ACTIVITIES, REAL ESTATE AND TERRITORIES

Partially develop the potential of a technical, commercial, service or healthcare property



Preserving or optimizing how one occupies a site can sometimes be combined with the search for alternative uses for areas that would otherwise fall into disuse, or even with the development of residual construction potential. Business continuity, containment of volumes, solutions for maintaining ownership or sale are key issues in this context, as much as the market potential of the property

Lindea accompanies owners and operators, private and public, in the **a la carte format**:

- **release** and **reconversion-partial** or **total renovation operation sites**
- "flash" study: **priority scenarios** of total or partial renewal (**2 to 6 weeks**)
- **marketing, negotiation, contractualization** and assistance, up to the transfer of the asset

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

LINDEEA carries out 70 to 80 assignments each year in France and Western Europe, half of which concern property and land valuation

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

The following companies have placed their trust in LINDEEA: Clinique du Mail, Orange, Boehringer Meriel, Renault, InVivo, Rio Tinto, Cartier - Richemont, Hermès, NTN-SNR, April, Allianz Immovalor, Catella, ...



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YOUR QUESTIONS...

PARTIAL VALUATION: can the unused or poorly used part of the site be renewed separately from the business activity? Should we consider the reuse of the premises vacated by the state, with light/heavy reconditioning? Sell or rent?

CONTINUITY AND PRESERVATION OF THE OPERATION: for the best economy of the upgrade project and the best operation of the site, which actions of empowerment: containment, demutualization, reorganization of the property, services agreements?

RENOVATION-CONVERSION: would the under-used part of the site gain by repurposing for housing, shops, offices, etc.? What are the implications for the part of the site retained for the operation? What are the balance sheet gains/losses in investment and operating costs?

TECHNICAL AND REGULATORY REQUIREMENTS: in the implementation of the project, the cohabitation between operation and the converted part of the site? How should the project be presented to the communities, and curatorships concerned?

RESPONSE TO A POTENTIAL PURCHASER AND MARKETING: do the offers received meet the best potential of the site? Are they compatible with the operational needs? What are the most effective marketing channels? Which target users and direct investors should be solicited?

... Lindea RESPONSES



FUNCTIONAL AND REAL ESTATE SCENARIOS:

with or without change of location, income/expense balance sheets, help in selection, phasing of operations (release, work, transfer etc.)

OPTIMIZATION OF SELLER OR LESSOR GAIN:

approach of the promoter-developer and the investor in the service of the owner-operator. Targeted consultation of purchasers and users, optimization of bids and contractualization

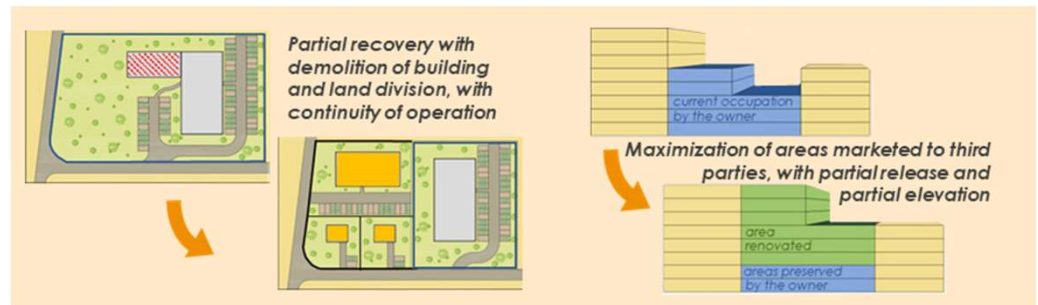
REAL ESTATE, TECHNICAL AND ADMINISTRATIVE EXPERTISE:

prerequisite reconfigurations and continuity of activity, permits and authorizations, ICPE folder, pollution clean up management plans

→ **objective and operational opinion of value**

COORDINATION WITH THE CURATORSHIPS:

dialog with the communities, POS/PLU adaptation, ICPE folder, accompanying regulatory and economic measures, contributions of the project



A few examples of achievement in urban, peri-urban, rural, or tourist activity areas

- carrying out the transfer-partial conversion of a cold logistics site
- funding the upgrade and compaction of an industrial site by the assignment of a part of the land and the lease of empowered buildings
- taking a tenant in a sustainably used research center, with a minimum of renovations and individualization
- identifying the potential recoverable areas in and out of existing frames of an automobile dealership
- preserving the active technical infrastructure and adding more value to the rest of the site