

ACHIEVE THE CHANGES IN ACTIVITIES, REAL ESTATE AND TERRITORIES

Site and service sector real estate park working tools and heritage

Head offices, administrative sites, small and large service centers raise questions for users and investors alike: management of parks and sites, functional performance, changes in intended use and property standards, scalability and flexibility, obsolescence and conversion, connection to a region and a city, etc. ...



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 with 6 to 10
projects concerning 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**:
RATP, Orange, InVivo, April,
CEREMA, Boehringer Merial, Gerflor,
Processium, ...



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Lindea assists owners, operators (users and decision makers) or
investors, in the phases of assessment, decision and deployment of
service sector real estate projects

YOUR QUESTIONS...

OWNER OR TENANT? what real estate setup meets the objectives of the business? Setup a third-party investment in the framework of restructuring the building or a change in site?

SEARCH FOR NEW SITE: in a growth situation, should you remain or change sites? Which type of installation and which environment for which specifications? Is the project eligible for funding and grant schemes? How can you manage the competition between providers of real estate solutions? Should one choose a building to be restructured or embark on a new building program?

OPERATING PROPERTY LOADS AND COSTS: what levers are there for optimization with a real return on investment? How can you improve the cost of the installation without a change of site?

SPATIAL ORGANIZATION: does the open-space plan really save space? What alternative organizations of workspaces are there? What are the impacts of nomadism and telecommuting?

BUILDING PERFORMANCE: what is the relation between the rented area and the area actually used? What flexibility is required of the building and what reserve capacities are foreseen?

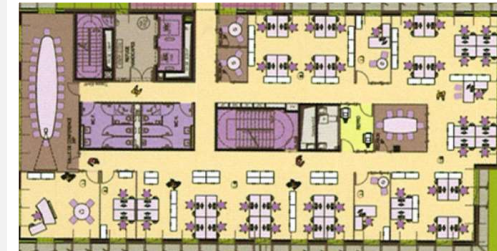
ENERGY PERFORMANCE: what are the thermal regulatory obligations for new or existing buildings? Which environmental label should be sought? Is a green lease advantageous for the interests of the owner, the tenant and the condition of the property?

... Lindea RESPONSES



REAL ESTATE SCENARIOS AND MASTER PLAN FOR SINGLE OR MULTI-SITE SERVICES: develop various possible scenarios based on short, medium and long-term requirements and operators' objectives

QUALIFICATION AND MULTI-CHANNEL, POSSIBLY ANONYMOUS, REAL ESTATE SEARCHES: having a selection of land and/or built solutions adapted to the needs of the operator in the short, medium and long term, and within economic objectives



REQUIREMENTS, SURFACE AREAS AND SCALABILITY: objectively assessing the needs from the analysis of positions, common functions, ratios observed and the standards of the company

DIAGNOSIS AND TECHNICAL ASSESSMENTS OF BUILDINGS: evaluating investment needed to upgrade the standards/ renovate a building, assessing the costs of transforming service industry spaces

ASSESSMENT OF ASSETS AND VALUATION POTENTIAL:

identify the value of an asset, with or without change of use and configuration of the premises from the perspective of rental or sale / acquisition, by accurately assimilating technical costs and the terms under which projects will be conducted

REAL ESTATE SETUP: developing the alternatives to setting up the operator, targeting investors, negotiating and contracting in the framework of a lease

CONDUCT OF WORK AND TRANSFERS: determine, organize and carry out tasks, monitor compliance with objectives, to include specifications, costs, quality and deadlines