

ADVISORY SERVICES AND VALUATIONS



PART OF THE CBRE AFFILIATE NETWORK



IT IS OUR BUSINESS TO UNDERSTAND YOUR BUSINESS

LOCAL EXPERTISE WITH INTERNATIONAL PERSPECTIVE

The true value of a property is rarely obvious at first sight and local nuances can deeply affect values and decisions. Our experts explore market opportunities and identify the possible threats to ensure that the true potential of a property is understood and utilised.

In times of rapidly changing markets and uncertainty, knowledge is a powerful asset. Companies and individuals are in search of the best sources of information and advice to avoid risk, make the right decisions on time and be a step ahead of the competition.

As an affiliate of CB Richard Ellis, the world's largest commercial real estate services firm, MBL | CBRE provides you with access to the best business practices, innovative solutions and global network of specialists.

OUR SERVICES

Regardless of the stage of development of your business, we can always provide you the best advice to achieve your goals. Each client is provided with custom tailored solution that will fit their specific needs. The reporting requirements of our clients range from a simple schedule of values to full reports on complex properties within a diverse portfolio.

Our services include:

- **Market research and analysis**
- **Valuation reports of a single asset or property portfolios for the purposes of:**
 - » Regular quarterly and annual financial reports
 - » Acquisitions and disposals
 - » Shareholder reporting
 - » Debt financing
- **Corporate services**
 - » Business plans
 - » Investment projects
 - » Project financing
 - » Capital raising
 - » Recovery and restructuring
 - » Sale-leaseback transactions
- **Development advisory**
 - » Feasibility studies
 - » Economic and demographic overview
 - » Catchment area analysis and estimation of turnover potential for retail schemes
 - » Concept consultancy
 - » Tenant mix studies
 - » Land use analysis and strategy
 - » Financial analysis
 - » Best use analysis
 - » Asset redevelopment and repositioning
- **Due diligence**
 - » NOI audit
 - » Review and optimization of operating expenses and agreements with service companies
 - » Review of lease agreements
 - » Review of CAPEX
- **Investment and asset management**
 - » M&A and JV establishment
 - » Transaction structuring and execution
 - » Corporate real estate strategy and planning
 - » Distressed assets





BUSINESS SECTORS

At MBL | CB Richard Ellis our approach starts with understanding each property as a business. We are a full-service real estate firm covering the complex needs of local and international companies and individuals. Our professionals have a solid experience and in-depth knowledge of the commercial real estate and finance fields.

We are specialized in:

- Office properties
- Retail and Leisure
- Land, Industrial and Logistic properties
- Hotels and Hospitality properties
- Residential properties
- Mixed-use developments
- Specialized facilities (Educational, Automotive, Public, Sport, etc.)

We constantly innovate and improve making sure our view of property remains the sharpest and most valuable tool for our business.

Our Services Approach



OUR CLIENTS

We are proud to have as clients some of the leading companies in the country and the region. MBL | CBRE has always provided expertise and individual approach to a wide range of local and international clients. The partners who have benefitted of our unique and professional view are:

- Developers
- Investors
- Private or corporate owners
- Occupiers
- Banks, insurance and other financial institutions
- Public institutions

WHY MBL | CB RICHARD ELLIS

- Enable clients to make objective and informed decisions
- Decrease uncertainty
- Reduce operating expenses
- Optimize lease terms
- Increase property value

IT IS NOT ONLY ABOUT
KNOWING WHERE
TO LOOK, IT IS ABOUT
KNOWING WHAT TO
LOOK FOR

Advisory Services and Valuations

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