

OFFICE SPACE SERVICES



MBL

PART OF THE CBRE AFFILIATE NETWORK

CBRE





WITH MBL|CBRE YOU CAN FOCUS ON YOUR CORE BUSINESS

MBL|CBRE offers a full line of services to property developers, owners and occupiers. Our experts possess a thorough knowledge of the local market combined with international best practices, therefore capable of adding value for any company involved on either side of the transaction process.

OWNERS' AND DEVELOPERS' NEEDS

Maximization of return on investments you make and appreciating asset value are vital for the successful realization of an office building. You need to implement individual marketing and leasing strategies to achieve the highest potential results and fulfill your objectives.

To make the right choices you need to have an on-the-field observations and experience. You have to know demand and you have to know the people who will provide you with reliable information.

SOLUTIONS FOR PROPERTY OWNERS AND DEVELOPERS

With numerous interactions every day MBL | CBRE will ensure delivering the best solution to the market while achieving the highest possible rental rates and securing first-class occupiers.

Our team is capable of guiding you through the whole process of making a development profitable – from the site selection to exceeding lease-up schedules and property sale.

Our services include:

- Site Selection and Land Acquisition
- Advisory and Financial Consulting
 - » Valuations
 - » Development advisory
 - » Feasibility studies
 - » Due diligence
 - » Concept consultancy
 - » Best-case scenarios

- » Business plans
- » Debt and equity sourcing
- » Market positioning strategy
- » Property assessment
- » Asset revitalization, repositioning, redevelopment
- Transaction services
 - » Property marketing and tenant prospecting
 - » Comprehensive lease negotiation
 - » Tenant retention, Rent-renewals
 - » Built-to-suit solutions
 - » Sale leaseback
- Property management
 - » Property management set-up
 - » Service charge reconciliation
 - » Operating expenses audit
- Exit/ Hold Strategies
 - » Sale, Sale leaseback
 - » IPO
 - » Refinance

A simplified process for meeting Landlord's needs includes the steps shown below.



WE SAVE YOU TIME AND MONEY

OCCUPIERS' NEEDS

The occupational costs for your office premises are one of your most significant operating expenses. Ensuring your space is flexible, cost efficient and effective isn't easy. You'll need to balance long and short-term plans; consider your immediate and future needs; and manage your budgets.

It's a complicated business. But not for us.

To make the best decisions - and see your goals achieved - you'll need consultants you can trust. People who can give you the right advice and take care of the execution of details. That's what MBL | CBRE is good at.

We service various SECTORS:

- IT, Telecoms, Call centers
- FMCG
- Banks, Insurance and Real estate
- Engineering
- Services
- Business process outsourcing
- Automotive
- Industrial and Logistics
- Life Sciences
- Media
- Utilities
- Petroleum
- Retail and Leisure
- Law
- Consultancy
- Education
- Healthcare

WHY CHOOSE US?

WE WORK TO YOUR AGENDA

We'll start from your commercial aims and work from there. So the advice we give - and how we deliver - will be geared towards achieving exactly what you want.

WE GIVE ADVICE YOU CAN TRUST

We stand by our advice, our judgements and our recommendations. Our experience means we know what works.

WE MAKE YOUR LIFE EASIER

We don't just point out problems. We'll give you intelligent analysis, realistic options and effective solutions - all focused on getting results.

WE USE THE BEST RESOURCES

We can assemble the right team for you - with the skills you want.

WE GET THINGS DONE

We are creative, tenacious and pragmatic - so we'll always find a way.

SOLUTIONS FOR OCCUPIERS

There's no shortage of expertise out there. But finding in-depth knowledge like ours is rare.

Because we're part of CB Richard Ellis we see the broader picture. So the skills we offer you reflect that broader view of the office space market in Sofia, Bulgaria and worldwide.

Our services include:

- Strategic planning
- Site selections
- Acquisitions
- Relocation, expansion and consolidation
- Built-to-suit solutions
- Lease renegotiation and renewals
- Subleases and dispositions
- Workplace studies, increasing workplace productivity
- Project management, Fit-outs and Facility management



**FEEL CONFIDENT IN YOUR DECISIONS,
KNOWING YOU HAVE RECEIVED
THE BEST MARKET INFORMATION**

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