



Laurent & Benon



Strategic Consulting  
Agency Services  
Brokerage Services  
Corporate Property Solutions  
Land Agency  
Valuation and Consulting  
Research and Advisory Services  
Real Estate Legal Advisory  
Asset Management  
Project Management

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CORPORATE REAL ESTATE SOLUTIONS

# Strategic Consulting

**The LAURENT & BENON - CORPORATE REAL ESTATE SOLUTIONS** - Strategic consulting division helps clients minimize risk and develop viable strategic options regarding resources and assets to fit their organizational strategy. Our consulting exercise includes developing a framework that adequately positions real estate to accommodate changes in business needs and create efficiency.



Our Strategic consulting advisors assist clients with long-term implementation of strategic real estate solutions. This includes strategic programming, strategic interpretation on all major property types, especially for



institutional clients, identifying prospective business locations, working out physical configurations and usage standards that will enable a client to operate at maximum efficiency. This business initiative enables clients to meet the twin objective of making quality property decisions and maximizing returns.

We offer an array of services to developers, investors, advisors and lenders, corporates, public-sector and non-profit organizations, seeking dynamic strategies regarding existing assets, potential acquisitions, new development projects, properties slated for disposition and strategic advice on the cost, availability and suitability of buildings and locations.



Our services where our clients seek strategic decisions rely heavily on technical expertise, market knowledge and analytical skills, which are also

the areas where our services apply significantly:

- ✎ Business location selection
- ✎ Portfolio strategy
- ✎ Merger and acquisition strategy
- ✎ Merger and acquisition due diligence
- ✎ Allocation and Investment Strategies
- ✎ Real Estate/Asset-Type Allocation

Our services also include making policy recommendations, assess financial viability, do market analysis, devise business plans, action plan, master plan and work on scenario generation. We undertake property portfolio strategy, offer investment services and advice, and suggest the most strategic viable alternatives as per the requirements of the client brief.



# Agency Services

**LAURENT & BENON - CORPORATE REAL ESTATE SOLUTIONS** - Agency Services division successfully caters to Indian and Multinational companies, alike, as well as High Net Worth individuals with significant assets; with prudent management of transactions, by qualified real estate advisors.

We handle various types of property related transactions related to purchase, sale, lease, joint ventures, investment services on behalf of our clients. The major categories are:

## **Property Acquisition:**

Our team streamlines every aspect of the transaction process, be it residential property acquisition or commercial property acquisition. A typical transactional process has many levels of operation, which include:

- ✎ Market Surveys and Orientation
- ✎ Identification of Options
- ✎ Financial and Qualitative Analysis
- ✎ Request For Proposal Process
- ✎ Negotiation Strategy
- ✎ Legal Documentation Review, Comment and Revision

**Property Disposition:** In situations of consolidation, sale of surplus real estate or other disposal imperatives, clients want those properties struck off from their balance sheet and to maximize assets as quickly as possible.

For those who are looking for property disposition service, we assure impressive marketing and presentation of each property in the most favourable light. We apply targeted marketing plans that showcase each venue to a wide range of qualified buyers or sub-lease tenants.

## **Rent Renegotiation:**

A rent review or rent renegotiation can be seen as an effective tool to rectify any instances of rent misalignment. Leasing carried out in situations of market upswing, market slack and others that present few and gloomy options can result in unfair lease negotiations. A few other situations that are known to trigger rent misalignments are:

- ✎ period of relatively fewer comparable options,
- ✎ ineffective initial lease negotiation exercise or
- ✎ Due to non-availability of correct and complete market information during the initial commercial lease negotiation by a corporate group.

**LAURENT & BENON - CORPORATE REAL ESTATE SOLUTIONS** - Agency Services handles all aspects of a project's renegotiation including the stages where property lawyers, appraisers, lenders have a role to play. Clients seek lease negotiation assistance, that is, realignment of rental terms and conditions of their leased premises in line with the prevailing market conditions.

## **Project Marketing:**

**LAURENT & BENON - CORPORATE REAL ESTATE SOLUTIONS** Agency Services division works towards enhancement of asset value for building owners by making rental values, occupancy levels and tenant quality to enhance profitability. We undertake such roles from the conceptual stage and project feasibility level to the leasing or sale of the completed project.

## **Investment Properties:**

The Indian real estate market offers loads of opportunities, for investors looking to invest their funds for capital appreciation and rental earnings in properties. We offer investment property opportunities with respect to rented premises in projects all over the country.



## Brokerage Services

### **LAURENT & BENON - CORPORATE REAL ESTATE SOLUTIONS -**

Brokerage Services offer a diverse breadth of knowledge and expertise in brokerage, spanning across commercial, industrial, retail, residential, lessor/lessee representation for the entire spectrum of client segments.

We represent a wide range of clients, including private owners, institutional investors, corporations, high tech industry, and non-profit institutions. Our brokerage services entail assisting them with complex negotiations, viable alternatives

and documentation processes.

Our services are backed by well-researched information, market awareness, overviews, a wide network and extensive database of residential, commercial, retail and industrial properties.

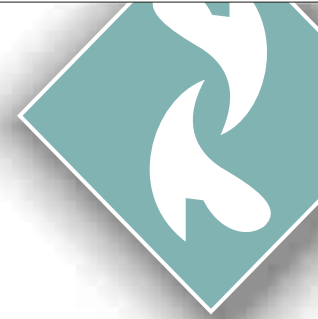
We incorporate our planning and design perspective on client's requirements. Our tenant representative brokers can assure the best possible deal there is in real estate.

Through extensive research, we are well informed on tenant mix and lease rates. We take on leasing of all kinds of real estate.

We conclude complex transactions in brokerage for the entire spectrum of clients, covering acquisition and disposition. We offer the highest standards of service to a diverse portfolio of clients in the following categories:

#### **Brokerage Services**

- ≈ Financial and Qualitative
- ≈ Commercial
- ≈ Industrial
- ≈ Retail
- ≈ Residential
- ≈ Tenant Representative



## Corporate Property Solutions

**LAURENT & BENON - CORPORATE REAL ESTATE SOLUTIONS** provides services that are targeted to the specific needs of corporate clients. We provide innovative solutions across office developments, distribution and housing, retail and capital markets.

Our corporate advisory products are strategic in nature and consist of business location advisory, site search and selection market forecasts, strategic occupancy planning, benchmarking, mergers and acquisition of companies, joint ventures, private equity placements and covers all aspects involving the sale, acquisition, marketing, development, commercial property management and leasing of office property from in-

town offices to major business parks. We offer solutions in comprehensive turnkey projects for clients from conception, feasibility studies and project definition, through budgeting, planning and procurement and tendering to implementation, relocation and occupier research leading to apt occupation.

**LAURENT & BENON - CORPORATE REAL ESTATE SOLUTIONS** - Corporate Property Solutions division also helps you maximize your returns and minimize your liabilities in the areas of portfolio management and property investment. Our corporate finance includes fund raising, refinancing services and independent valuations and due diligence. We also undertake services for call centre



and renegotiation.

We oversee and co-ordinate all property matters that might arise within a large and diverse portfolio. This includes managing a large number of surplus properties in terms of financial(account management, etc), physical management (taking care of the collection and payment of rents and outgoings), preparation of budgets, profit and loss statements, a balance sheet and preparing assets for surplus space disposal as well as facility management.

**LAURENT & BENON - CORPORATE REAL ESTATE SOLUTIONS** - Corporate Property Solutions division seeks to incorporate a business perspective, that matches the client's overall business objectives and minimizes interruption. Our project and development management services are streamlined and made convenient for the client



# Land Agency

**LAURENT & BENON - CORPORATE REAL ESTATE SOLUTIONS** - Land Agency division offers professional services in sale/purchase transactions of land in India for prospective purchasers, involving land and development; and structuring of joint developments between landowners and developers/end users.

Our land and property services ensure safe land procurement and selling of land for our clients. We assist them in understanding the complex regulations pertaining to land in India and simplifying them so that they can obtain best returns on investments from their property.

Our advisors take initiative in guiding our clients throughout the process of identification,



evaluation and purchase of land and source land pockets. Besides, understanding our client's requirements and evolving strategies for the land use in residential land and mixed-use developments. **LAURENT & BENON - CORPORATE REAL ESTATE SOLUTIONS** - Land Agency division assists investors/developers/corporates



in enhancing/ securing/ disposing land portfolios.

Our specific focus is on the sale, purchase, lease, and development of residential, agricultural/ farm, commercial properties in Tier I, II, III cities of India. We also offer land transaction management services.

Broadly classified, our services include:

- ≈ Land Agency advisory service to land owners.
- ≈ Updating property records and necessary



documentation for effective retention/ development/sale of property.1

≈ Locational Analysis, development potential of the property, factors affecting development/sale/ purchase of property, etc.

≈ Assisting prospective purchasers in identification, evaluation and purchase of land.

≈ Supporting landowners and corporates in putting up land and building for sale.

≈ Backing clients in sourcing/selling Transfer of Development Rights

We also provide consulting services to corporates' looking at commercial land and landowners on the various options of unlocking the value of their assets.

# Valuation and Consulting

**LAURENT & BENON - CORPORATE REAL ESTATE SOLUTIONS** -

Valuation & Consulting services division quantifies the current and projected property values for our clients; to facilitate informed decision making, with respect to mortgage / insurance transaction, acquisition, disposal, investments, debt equity funding, project financing and others.

Our services while exuding good understanding of the local real estate market, offer comparative market analysis and valuation surveys delivered with neat precision. Our wide ranging property valuation

services span residential projects, commercial projects (for office, retail and industrial property valuation), vacant land, hospitality related property and special use properties.

We offer valuation services, including an accurate and timely appraisal with valuation reports for the purpose of sale, acquisition or lease, rating, mergers and acquisitions, tax assessment, disposition, purchase and book valuations.

Our appraisals find application in mortgage underwriting, portfolio management, internal buy/sell/hold decisions, litigation support, potential sale pricing, and many others.

**LAURENT & BENON - CORPORATE REAL ESTATE SOLUTIONS**

Valuation & Consulting Advisory services are also geared towards delivering formal valuation opinions on business and asset values to fulfill requirements of real estate valuation for dispute, financial reporting as well as for governance and regulatory purposes.



# International Client Services

**LAURENT & BENON - CORPORATE REAL ESTATE SOLUTIONS** -

International Client Services division typically analyses a client's business needs before working with them to develop strategies and implementing those decisions. We realize that we must have different approaches, as we try to understand the client's global business and how it operates. Clients from different businesses/industries, have differing real estate asset requirements/holdings that entail innovative strategy and thinking.

We offer a wide array of property services to clients within the realm of their respective markets across

Service lines that include corporate real estate, residential property, retail, office leasing, investment, valuation and consulting among others.

**LAURENT & BENON - CORPORATE REAL ESTATE SOLUTIONS** -

International Client Services division provides cross-region client focus, to the international Client Services Division seeks to identify and prioritize new opportunities for existing clients and prospects across the globe.

We work across time zones and offer seamlessly, coordinated quality service and performance for every type of real estate requirement, by applying our capabilities and resources to the optimum level.

**LAURENT & BENON - CORPORATE REAL ESTATE SOLUTIONS** - International Client Services Division seeks to identify and prioritize new opportunities for existing clients and prospects across the globe.



## Research and Advisory Services

**LAURENT & BENON - CORPORATE REAL ESTATE SOLUTIONS-** Research and Advisory services division, deploys strong research and analysis capabilities in its efforts to help clients make dynamic and foolproof decisions, for sound business strategy in site selection, acquisitions, disposal, investment strategies, portfolio monitoring, securitization, mergers/takeovers, statutory requirements, project financing and joint venture structuring.



### **LAURENT & BENON - CORPORATE REAL ESTATE SOLUTIONS**

Research and Advisory services enable clients to manage their risks and take advantage of future opportunities by offering them a complete assessment of impact and risk on their operations,

applying a combination of market intelligence, knowledge of emerging trends and forecasting tools. Our services typically have elements of market leading research, consultancy, and analysis to support the twin ends of optimal utilization and asset maximization for our clients. Our commercial real estate advisory services include location analysis, comparative financial analysis, market study, documentation, portfolio review lease vs. buy vs. build comparisons, space alternative overview, structuring appropriate lease clauses, space planning consulting, lease audit and occupancy cost analysis.



### **LAURENT & BENON - CORPORATE REAL ESTATE SOLUTIONS**

Research and Advisory services division, also provides property investment advisory services, development consultancy, investment advisory, valuation advisory and consultancy services to commercial and residential clients, including developers, investors, corporate stakeholders, decision makers, financial and corporate institutions.

## Real Estate Legal Advisory

### **LAURENT & BENON - CORPORATE REAL ESTATE SOLUTIONS**

-Real Estate Legal Advisory division provides credible legal support on real estate transactions, title issues, disputes, investment, including loan approval, financing and property valuation, with commendable speed and accuracy of information. Our real estate advisory services offer legal assistance to fulfill legal requirements in/during title searches and abstracts, title insurance, preparation of closing documents, real estate settlements, title insurance, document research, title examinations evaluating real estate ownership, checking ownership rights and third party claims to property. Our real estate lease advisors assist clients with lease drafting, lease renewals and restructuring, thus protecting and enhancing their position. Also when clients' businesses are being sold or acquired, due diligence exercises involve legal requirements. We carry out technical and initial legal due diligence and contract documentation of M.O.U. and Sale/Lease Agreement.



### **LAURENT & BENON - CORPORATE REAL ESTATE SOLUTIONS-**

Legal Advisory Services, for real estate include a variety of litigation support services informed by a reservoir of real estate and legal insight. We provide legal support for all real estate transactions, including safeguarding the client's interests during rental contract termination, return of the security deposit (according to the contract terms), and protecting their interests in case of disputes arising in the course of landlord and tenant relationship.

Apart from handling property related legal issues related to acquisitions, rent reviews, valuations and development feasibilities,

### **LAURENT & BENON - CORPORATE REAL ESTATE SOLUTIONS-**

Real Estate Legal Advisory, also negotiates rent reviews and lease renewals for all types of property. We take on the responsibility for coordinating end to end disposals right from conception to legal completion, which is quite an intensive process.



# Asset Management

## LAURENT & BENON - CORPORATE REAL ESTATE SOLUTIONS-

Asset Management Services division handles all or part of the asset management process. We have smart systems in place that enable clients to capitalize on real estate, have control over day-to-day operations and have access to concise, accurate intelligence to support long-term strategic planning and functions.

Our Services are completely oriented towards helping our clients maximize returns on their assets, by offering highly responsive, innovative options customized to the needs, financial goals and core business objectives of each client.

We deliver across real estate asset classes, which include residential projects, office space developments, shopping centres/entertainment ventures, IT parks, hotels, land, industrial warehouses and infrastructure, in addition to others.

We offer commercial property management, residential property management, property maintenance and building management, tenancy management among others. A few activities of this division include:

- ≈ Operating statement review
- ≈ Lease negotiations and approval
- ≈ Asset or portfolio valuation
- ≈ Business plan preparation
  - ≈ Due diligence
  - ≈ Disposition strategies/sale administration

≈ Investments and Structured Finance

Asset Management Services

≈ Property Management

≈ Facilities Management

## LAURENT & BENON - CORPORATE REAL ESTATE SOLUTIONS-

Investment & Structured Finance division provides comprehensive financial, economic and strategic advice to a cross section of investors, developers and asset owners and companies with complex business issues.

We offer customized solutions based on client-specific business plan requirement, helping them structure their real estate investment prudently and reduce risk by conducting sophisticated analysis.

## LAURENT & BENON - CORPORATE REAL ESTATE SOLUTIONS-

Investment and Structured Finance division explores development and investment opportunities that have considerable value enhancement potential. We source and generate investment opportunities, improvise alternatives and select the best option for our clients', business objectives. We identify investment hot-spots, by anticipating market trends. We offer interesting structured products.

Our services include investment advisory services, that promote

efficient use of capital and credit resources, mitigate tax burdens and are designed to achieve certain specific accounting and financial statement impact. We advise our clients on equity financing, portfolio review to suggest the right acquisition or exit time and correct investment mix.

Our corporate finance activities include financial modeling, refinancing services, asset investments, conducting due diligence, asset reconstruction and management advisory, financial structuring and capital budgeting. Our investment strategies work across the entire continuum of real estate. Our decisions on selling or financing industrial assets and deal structuring and capital sourcing are integral to maximizing value.

Our services in financial consulting pertain to value-creating activities like restructuring, due diligence and financial analysis, financial modeling of cash-flows, project/transaction advisory, sale and leaseback, preparing and managing disposals, structured joint ventures and syndication and securitization, capital market based funding and off balance sheet funding.



# Project Management

## LAURENT & BENON - CORPORATE REAL ESTATE SOLUTIONS-

Project Management division offers services that promote business objectives, reduce costs, improve efficiency, increase shareholder value and provides custom-solutions that meet individual client's project management needs. In broad terms, we manage end-to-end procurement, design & construction, consolidation and relocation process and deliver facilities that are closely aligned with the clients' overall business objectives.

Our Project Management services are founded on the fact that a critical objective of organizations with multiple locations and broad service requirements, to create facilities that are strategically intelligent and are delivered at the lowest cost and within the targeted timeline.



## LAURENT & BENON - CORPORATE REAL ESTATE SOLUTIONS - Project Management team provides

extensive development and management expertise for a variety of project types and industries. We efficiently



Execute, Project Management Services, on single and multiple projects and in support of existing in-house facility departments while aggressively managing cost, schedule, quality and risk.

## LAURENT & BENON - CORPORATE REAL ESTATE SOLUTIONS - Project Management Services include



Everything from site evaluation to project completion, green field projects to interior fit-outs, to refurbishment, revitalization projects, supervising programming, scheduling, budgeting, project execution, building construction management, manpower planning, space planning and appraisals and occupancy.

Before embarking on our task, we analyze the client's requirements to work out pre-construction design, estimate, tendering and costing and then move on to the next level of construction, moving-in-stage, and finally to the post move-in-stage and monitoring assignments.

