



Why Limes Specialty Services for Outsourcing?

In today's competitive business environment, a winning team provides superior, measurable results.

Agency Brokerage

Limes Specialty Services leverages the combined power of market insight, experienced professionals and industry expertise to help our clients identify, evaluate and execute their strategies. Backed by the research, analysis and consultation, we offer real estate solutions that ensure our clients make the right real estate decisions in Bucharest as well as in Romania.

We provide Landlord Advisory services on behalf of property owners and operators and Occupier/ Tenant Advisory services for property users, and Lease Advisory services for rent negotiation, lease and valuations.

Our expertise across all sectors – including office, industrial, retail, and land – ensures every transaction supports our clients' real estate objectives, allowing our clients to focus on what they do best – running their businesses.

Occupier Brokerage

We act as an advisor, advocate and partner in navigating the often challenging issues associated with occupancy requirements. Our clients count on our understanding of complex commercial real estate options and ability to provide customized, creative solutions that address specific challenges and help meet business objectives.

Through creative problem solving and transaction structuring, as well as sophisticated analytical capabilities, Limes helps occupiers with occupancy needs in office, industrial, retail and specialized properties in markets around the globe. Whether the assignment is a relocation, expansion, consolidation, sublease, acquisition or disposition, we provide end-to-end tenant representation services, including:

- Current situation and business plan analysis
- Market analysis and alternatives identification
- Strategic site selection
- Municipal incentives identification and negotiation
- Lease administration and audits
- Transaction negotiation and execution
- Facilities management and engineering services
- Project Management including space planning and programming, and build-out and post-occupancy costs
- Comparative property and infrastructure analysis including building operating systems and costs review
- Comparative financial analysis including balance sheet considerations, profit and loss statements

Research and consulting

Limes Specialty Services, Research and consulting department is comprised of consultants who provide real estate market research, econometric forecasting, and corporate and public sector strategies to investors and occupiers around the globe.



Our goal is to ensure that these analyses and strategies are pertinent and fully aligned with an organization's overall objectives.

The skills and experience of the Limes team are augmented by extensive resources and capabilities in the areas of econometric forecasting and market research, and a wide array of consulting specializations, including workplace transformation, labor analytics, portfolio strategic planning, location analysis, economic incentives.

Valuation and advisory

Accurate and reliable valuations are critical to the success of every real estate investment. As businesses continue to reshape the market-place, our clients rely on our ability to deliver high-quality, market leading valuations.

The combination of our experience and market making coverage gives us unrivalled knowledge and the insight to look beyond the immediate and past the balance sheet, exercising our judgment to make the best informed decisions.

Corporate Services

Our experience in outsourcing has solidified our proven processes to drive significant value for clients through occupancy and capital expense reductions, as well as revenue creation opportunities in the following service areas:

Facilities Management:

We have helped our clients reduce costs while improving service levels, through Strategic Sourcing, managing Critical Environments, offering Energy/Sustainability solutions, and HSSE.

Project Management:

Our Project Managers have created solutions for financial services clients that span office, critical facilities, and retail programs.

Lease Administration:

We operate this service through our centralized regional hub. This approach promotes data accuracy, reduces staffing costs, and allows resources with varying skill sets to support our clients' needs.

Brokerage:

We provide a complete, global spectrum of commercial real estate transaction management and brokerage services, including tenant representation, acquisitions, and sales, as well as marketing and consulting.

Consulting:

Our corporate consulting services drive business performance for our clients by maximizing value from their corporate real estate departments and management practices.

Recovery and Restructuring

Many financial institutions, investors, developers and owners are faced with non or under-performing assets, particularly in the wake of the credit crisis.

Limes Specialty Services serves these unique client with a fully integrated platform that specifically works to mitigate risk and maximize returns on distressed commercial real estate loans and assets.



Recovery and Restructuring Services offers the following primary services:

- Asset and portfolio valuation and appraisal including strategic business plan review
- Financial modeling and underwriting for use in the evaluation of alternate options
- Recapitalizations, loan restructuring, distressed loan sales and workouts
- Joint venture brokering and advisory
- Pre- or post-bankruptcy real estate advisory and sales
- Asset management, enhancement and repositioning
- Partner performance monitoring
- Receivership services, with fixed-charge receivership appointments available in the UK
- Property marketing, disposition and portfolio optimization
- Auction services