

# UNDERSTANDING RETAIL



**MBL**

PART OF THE CBRE AFFILIATE NETWORK

**CBRE**





MBL is a full-service real estate company. We are part of the CB Richard Ellis (CBRE) Network, which is the global leader in commercial real estate services. MBL | CBRE provides a comprehensive range of real estate agency and advisory services for property owners and occupiers in all segments of the commercial real estate.

### **SERVICES FOR PROPERTY OWNERS**

Our professionals have a comprehensive understanding of the specific requirements of retail properties on the market. We have strong relationships with the best occupiers operating in Bulgaria. This, combined with our market knowledge creates exceptional value for property owners by attracting the right retail tenant to each property we represent.

### **SERVICES FOR PROPERTY OWNERS AND DEVELOPERS**

#### **Transaction services**

- Site selection and land acquisition
- Strategic and concept consulting for new retail developments
- Repositioning and renovation strategies for existing properties
- Anchor tenant pre-leasing
- Leasing strategy
- Tenant and merchandise mix
- Lease negotiation – achieving the best lease terms for your property
- Tenant retention and coordination
- Exit/Hold strategies and execution

#### **Advisory and financial services**

- Development Consultancy
  - » Feasibility Studies
  - » Concept Consultancy
  - » Design Consultancy
  - » Catchment Area Analysis
  - » Scheme layout and Tenant Mix
- Lease and financial analysis
- Valuations
- Due diligence
- Debt and equity funding
- Re-gearing
- Distressed properties
- Corporate and loan recovery

#### **Property management services**

- Property management
- Facilities management
- Asset management
- Redevelopment strategies and property image enhancement

## SERVICES FOR RETAILERS

MBLICBRE provides market-leading solutions, which meet the complex requirements of retailers. Our professional team is focused on understanding the essence of our clients' business.

MBL | CBRE consulting and agency services are adding value to your business needs. We provide advice on all aspects of your real estate strategy from concept to transaction execution including negotiations, due diligence, operational costs analysis, best lease practice and estimated fit-out costs.

### Services for retailers

- Market research and competition analysis
- Market entry and expansion - advising on strategy and timetable
- Benchmarking and risk evaluation – to identify priority opportunities and challenges
- Implementation planning and support – tactics to employ that reflect the type of retail operation management for example company owned, franchise, partnership
- Strategic execution and brokerage
- Lease negotiation and disposition
- Renegotiation of existing lease obligations
- Portfolio optimization and restructuring – acquisitions, dispositions, relocations, renewals
- Marketing communication strategies – media planning and advertising

## PORTFOLIO OPTIMIZATION SERVICES

Our in-depth knowledge of the real estate market helps us provide analysis of the existing retail portfolios and strategies for their optimization. We aim to increase shareholder value for our clients via the following services:

- Acquisitions – Secure the right retail locations, in order to grow your business.
- Disposals – Lease terminations, lease assignments or sale of properties, which are not desired anymore.
- Sublease of vacant or underperforming properties
- Sublease administration – manage efficiently your portfolio of tenants
- Relocations – find and acquire better located property in certain area and dispose the existing location
- Lease renewals and extensions – secure long term leases for important locations
- Rent renegotiations – bring the rent in line with the market level
- Sale leaseback transactions – extract working capital from your properties
- OpCo/PropCo structures – use your portfolio to secure a long term financing for you operations
- Property valuations and appraisals
- Property and facility management

# WE TURN YOUR RETAIL STRATEGY INTO RETAIL SUCCESS



# TO SUCCEED, YOU NEED A PARTNER THAT UNDERSTANDS RETAIL 24/7.

## Retail Space Transaction Services

**Mimi Belcheva**

T +359 2 9888 650 | T +359 2 9888 651 | M +359 888 472 471  
mbelcheva@mbl.bg

## Advisory Services and Valuations

**Georgi Dimitrov**

T +359 2 9888 650 | T +359 2 9888 651 | M +359 886 292 081  
gdimitrov@mbl.bg

## Finance and Investment Services

**Vladislav Hristov**

T +359 2 9888 650 | T +359 2 9888 651 | M +359 884 464 567  
vhristov@mbl.bg

## Property Management Services

**Mihail Ushakov**

T +359 2 9888 650 | T +359 2 9888 651 | M +359 884 464 492  
mushakov@mbl.bg



**MBL**

PART OF THE CBRE AFFILIATE NETWORK

**CBRE**

[www.mbl.bg](http://www.mbl.bg)