



Ober-Haus Commercial Property Services

OBER  **HAUS**
REAL ESTATE ADVISORS

Ober-Haus Commercial Property Services



Ober-Haus is the largest real estate agency operating across the Baltic and Central European region including Estonia, Latvia, Lithuania and Poland with over 260 professionals in 30 offices.

Ober-Haus Tenant Representation Services

Our network of offices throughout the region offers a combination of local market knowledge and international know-how, providing our clients:

- **Market studies** - complete reports specifically defining the target market
- **Rent reviews** - helping tenants access if they are paying over market rates
- **Lease negotiations** - getting our clients the most tenant advantageous lease
- **Rental valuations** - evaluating the value of your lease contract
- **Consultancy advice** - helping tenants in an unfamiliar market

Ober-Haus Tenant Representation Services

Major clients include:

• IPN	1 100 sqm	Office space	Warsaw
• Millennium Bank	550 sqm	Retail space	Warsaw
• DTS	700 sqm	Office & warehouse	Warsaw
• Pfizer	1 500 sqm	Office	Vilnius
• Glaxo Welcome	1 500 sqm	Office	Vilnius
• First Data	1 200 sqm	Office	Vilnius
• Berlin Chemie	800 sqm	Office	Vilnius
• Topo centras	2 000 sqm	Retail	Vilnius
• Deloitte	1 214 sqm	Office	Riga
• LG Electronics	600 sqm	Office	Riga
• Adidas	800 sqm	Office	Riga

Ober-Haus Commercial Leasing Services

Ober-Haus has unsurpassed local market knowledge and unrivalled coverage in the region, providing our clients a complete leasing program including:

- Optimum property use strategy
- Tenant mix strategy
- Property budget and target rent analysis and projections
- Turnover projections
- Competition analysis
- Project marketing and leasing
- Tenant identification
- Lease negotiation

Ober-Haus Commercial Leasing Services

Major clients include:



Nowe Grabary

6 800 sqm
Office
Poznań



Geen Park

8 000 sqm
Office
Katowice



Przemysłowa

2 000 sqm
Office
Poznań

Ober-Haus Commercial Leasing Services

Major clients include:



MG Valda Buildings

16 000 sqm
Office
Vilnius



BCC 1 and 2

11 000 sqm
Office
Vilnius



Europa Tower

15 600 sqm
Office
Vilnius

Ober-Haus Commercial Leasing Services

Major clients include:



Europa Shopping Centre

18 000 sqm

Retail

Vilnius



Vilmesta building

8 000 sqm

Office

Vilnius



Euler Hermes

150 sqm

Office

Tallinn

Ober-Haus Commercial Leasing Services

Major clients include:



Maersk

350 sqm
Office
Tallinn



Silja Line

250 sqm
Office
Tallinn



First Data

300 sqm
Office
Tallinn

Ober-Haus Commercial Leasing Services

Major clients include:



Lattelecom

500 sqm
Office
Tallinn



Hilton

1 200 sqm
Office
Tallinn



ALFA

70 000 sqm
Retail centre
Riga

Ober-Haus Commercial Leasing Services

Major clients include:



MOLS
50,000 sqm
Retail centre
Riga



Riga Plaza
50 000 sqm
Retail centre
Riga



Norde Centrum
14 230 sqm
Retail center
Tallinn

Ober-Haus Commercial Leasing Services

The Ober-Haus marketing team has many years experience marketing the most successful properties in the region. Our professional team knows how to execute:

- **Budgets** - preparation of complete marketing budget for the client
- **Direct mailing** - high quality brochures directly mailed to the top prospects in each market
- **Phones calls** - Regular and repeated direct calls to all potential tenants and prospects
- **E-mailings** - direct e-mails to our target database of tenants and prospects



Ober-Haus Commercial Leasing Services

The Ober-Haus marketing team has many years experience marketing the most successful properties in the region. Our professional team knows how to execute:

- **Direct contact** with local and international chains
- **Signs** - the boldest outdoor signage in the business
- **Advertising** - in all major newspapers and magazines
- **Press** - good press coverage through out public relations
- **Internet site** - individual internet site for the project and links from the Ober-Haus web site, plus banner advertising to lead traffic through.



Ober-Haus Property Acquisition Services

The Ober-Haus property investment advisory group provides clients with complete financial analysis and due diligence to help our clients acquire:

- Buildings for own use
- Cash flowing investments
- Office
- Retail
- Industrial
- Land



Ober-Haus Property Acquisition Services

Major clients include:



Poznań City Residence

5 500 sqm
Office/Retail
Poznań

Ober-Haus Property Sale Advisory Services

Ober-Haus handles all aspects of the sale, from marketing through negotiations, due diligence, and closing.

- Office
- Retail
- Industrial
- Land



Ober-Haus Property Sale Advisory Services

Major clients include:



Ukmerges Building

6 000 sqm
Office/retail
Vilnius



Zirmunai

6 150 sqm
Office/retail
Vilnius



Särje 22a/24

27 000 sqm
Land
Tallinn

Ober-Haus Property Sale Advisory Services

Major clients include:



HTM Sport
28 000 sqm
Office/industrial
Tallinn



Ensto Elekter
1 600 sqm
Office/retail
Tallinn



WW Passaaz
3 400 sqm
Retail
Tallinn

Ober-Haus Property Sale Advisory Services

Major clients include:



GMP
6 000 sqm
Office
Riga



Norde Centrum
14 230 sqm
Retail center
Tallinn



Lasnamäe Centrum
24 400 sqm
Retail center
Tallinn

Ober-Haus Property Sale Advisory Services

Major clients include:

- | | | | |
|----------------------|-------------|----------------|---------|
| • Riera Marsa | 16 500 sqm | Land | Warsaw |
| • Maexpa | 1 000 sqm | Land | Warsaw |
| • Gulbinai | 200 000 sqm | Land | Vilnius |
| • Capfield portfolio | 36 000 sqm | Retail centres | Tallinn |

Ober-Haus Property Management Services

The Ober-Haus property management team minimises hassles and maximises returns for property owners, providing the following complete set of services:

- **Communications** - monthly or real time reporting to owners on the daily operations of your property.
- **Rent Collection** - collection of all incomings, follow-up on collection of delinquent accounts, and deposit of all funds collected to your account.
- **Financial Records** - accurate record-keeping of payables and receivables; payroll services and employee bonding; production of operating budgets, schedules of fees, monthly financial statements, and required tax filings.

Ober-Haus Property Management Services

The Ober-Haus property management team minimizes hassles and maximises returns for property owners, providing the following complete set of services:

- **Financial Planning** - assistance with your budgeting process, capital planning and contingency reserve fund requirements.
- **Site Management** - regular property inspection and reports, supervision of on-site staff, assistance with bylaw and rules enforcement procedures.
- **Repairs and Maintenance** - competitively priced repair and maintenance work, complete contract administration services.

Ober-Haus Property Management Services

The Ober-Haus property management team minimises hassles and maximises returns for property owners, providing the following complete set of services:

- **Emergency Service** - 24-hour emergency assistance for all owners.
- **Insurance** - annual appraisal of assets; reduced replacement-value insurance premiums through volume purchasing; coordination of insurance claims.
- **Legal Records** - we act as your registered office for all legal documents, minutes, registers and financial records pertaining to your strata property.
- **Cost-efficiencies** - bulk purchasing discounts, preferred contractor rates and pooled-interest benefits.

Ober-Haus Property Management Services

Major clients include:



Domina Prestige

5 500 sqm
Office building
Poznań



Gemini

12 700 sqm
Retail center
Gdynia



Przemysłowa

2 500 sqm
Office building
Poznań

Ober-Haus Property Management Services

Major clients include:



Zirmunai
6 150 sqm
Office/retail
Vilnius



Norde Centrum
14 230 sqm
Retail center
Tallinn



Lasnamäe Centrum
24 400 sqm
Retail center
Tallinn

Ober-Haus Property Management Services

Major clients include:



Tondi Selver
7 035 sqm
Retail center
Tallinn



Lasnamäe Prisma
10 118 sqm
Retail center
Tallinn



TV3 Building
28 000 sqm
Office / Factory
Tallinn

Ober-Haus Valuation Services

Ober-Haus licensed valuers use internationally accepted methods of valuation, including all three accepted approaches to estimates of value:

- **Comparable Sales Approach** - based on sales of properties and bona fide offers to sell property which are most similar to the appraised property.
- **Cost Approach** - based on the estimated value of the land plus the depreciated value of the cost to replace the existing improvements.
- **Income Capitalisation Approach** - estimates the value of the property from the perspective of a typical investor in the market place.

Ober-Haus Valuation Services

Major clients include:

- AIB Bank Poznan
- ZUS Poznan
- Philip Morris Krakow
- SEB Tallinn, Riga, Vilnius
- Hansabank Tallinn, Riga, Vilnius
- VP MARKET Vilnius
- Electricity lines Vilnius
- Rubicon Group Vilnius

Ober-Haus Valuation Services

Major clients include:

- Kommestauto (Beugeot) Tallinn, Estonia
- Broadgate Capital Tallinn, Estonia
- Technomar & Adrem Ltd. Tallinn, Estonia
- Ministry of the Interior Tallinn, Estonia
- Ministry of Social Affairs Tallinn, Estonia
- Estonian Ministry of Defence Tallinn, Estonia

Ober-Haus Investment Advisory Services

Ober-Haus offers clients access to our years of investment experience in the region, helping you successfully acquire, develop, let, or manage the following property types:

- Office
- Retail
- Industrial
- Land



Ober-Haus Investment Advisory Services

Major clients include:

- IKEA Poznan, Gdansk
- Inter Polska Properties Poznan
- Heitmann Tallinn, Riga, Vilnius
- Citigroup Property Investors Tallinn, Riga, Vilnius
- Homburg Invest Tallinn, Riga, Vilnius

Unrivalled Coverage of Central Europe

Over 260 professionals throughout the region



Estonia

Tallinn	36
Tartu	5
Pärnu	5
Johvi	9

Latvia

Riga	32
Ventspils	2
Valmiera	2
Liepaja	2
Jelgava	2

Lithuania

Vilnius	45
Kaunas	10
Klaipeda	10
Palanga	3
Siauliai	11
Panevezys	7
Druskininkai	2

Poland

Warsaw	31
Krakow	19
Gdansk	10
Poznan	12
Katowice	7
Łodz	3

Ober-Haus Real Estate Advisors

• POLAND

Jola Loranty-Deputy Country Manager
Jola.loranty@ober-haus.com

Izabela Potrykus –Czachowicz
- Commercial Manager
iza.potrykus@ober-haus.com

Main office:
ul.Marszałkowska 111
00-102 Warsaw, Poland
Tel.: +48 22 528 54 54
Fax: +48 22 528 54 55
www.ober-haus.pl

• ESTONIA

Tarmo Kase- Managing Director
tarmo.kase@ober-haus.com

Main office:
Narva mnt 53
10152 Tallinn, Estonia
Tel.: +372 665 9700
Fax: +372 665 9701
www.ober-haus.ee

Ober-Haus Real Estate Advisors

• LATVIA

Aija Abolina - Managing Director
aija.abolina@ober-haus.com

Main office:
Ropazu iela 10
LV-1039 Riga, Latvia
Tel.: +371 67284544
Fax: +371 67284526
www.ober-haus.lv

• LITHUANIA

Vytas Zabilius - Managing Director
vytas.zabilius@ober-haus.com

Nerijus Juodelis - Deputy Manager
nerijus.juodelis@ober-haus.com

Main office:
Gelezinio Vilko 18a
LT-08104 Vilnius, Lithuania
Tel.: +370 5 210 97 00
Fax: +370 5 210 97 01
www.ober-haus.lt

Ober-Haus Real Estate Advisors



For more information, contact:

Peter Gage Morris

Managing Director

Ober-Haus Real Estate Advisors

Gelezinio Vilko 18a, LT-08104 Vilnius, Lithuania

Tel.: +370 652 00477

E-mail: peter.morris@ober-haus.com

www.ober-haus.com