



▶ **TREVI & LOYD**



⇒ WHO ARE WE

WHAT DO WE DO

WHY TREVI & LOYD





Who are we ?

Group Overview:

- ▶ TREVI Group is the first **Belgian real estate** related services group to offer all services together
- ▶ **Network of 30 offices** located in Belgium and Luxemburg



- ▶ Staff of 100 people with a aggregated **turnover around 9,2 M EUR**
- ▶ **TREVI & LOYD** is the department of TREVI Group dedicated to **business real estate** in Belgium and Luxemburg



Who are we ?

	Brokerage		Real estate related services	
	Sales	Letting	Syndicate	Property Mgt
Residential	Trevi	Trevi	Trevi Services	Trevi Services
Business	Trevi & Loyd	Trevi & Loyd	Trevi & Loyd Prop. Mgt	Trevi & Loyd Prop. Mgt
Insurances	TREA			



Who are we ?

Services offered by TREVI & LOYD

Brokerage

- **Sales & Letting**
- Commercial and marketing consulting
- **Advising**

Property Management

- **Administrative** management
- **Technical** management
- **Financial** management

Transaction support

- **Structuring & valorizing** your real estate portfolio
- Legal and tax advisor
- **Sales & lease back**
- Due Diligence



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Brokerage - What do we do ?

- ▶ The Brokerage department of TREVI & LOYD **assist landlord in selling or letting their properties**
- ▶ TREVI & LOYD is active on the **office market, the industrial market and the retail market**
- ▶ We provide a **taylor made service** to our clients, adapted to the market and the property
- ▶ An active network of **30 Trevi Partners** in Belgium and Luxemburg





What do we do ?

Owner expectations

- ▶ Providing a realistic (**estimation**) of their property
- ▶ Preparing a complete folder
- ▶ **Be professional** and well informed on applicable laws, procedures and practices
- ▶ Multiple communications channels
- ▶ A **first-class sales** force





What do we do ?

Candidate expectations

- ▶ **Reactivity**
- ▶ **Objectivity**
- ▶ **Advising**
- ▶ **Follow-up**
- ▶ **Good negotiation**
- ▶ **Drafting contracts by professionals**





Property Management - What do we do ?

Definition

As property manager TREVI & LOYD acts as the **liaison between the landlord and the tenant**. Our main duties include:

- ▶ Providing a buffer for those **landlords desiring to distance themselves** from their tenant constituency
- ▶ Collecting rent
- ▶ **Responding to and addressing maintenance issues**
- ▶ **Overlooking renovation and building works**





What do we do ?

Owner expectations

- ▶ Carry out the owner's instructions, **control costs** and **maximize revenue** to maintain a stabilized cash flow as a return on capital invested
- ▶ Exercise control over the building to **safeguard the capital invested**, provide a duty of care through proper maintenance of the building
- ▶ **Be professional** and well informed on applicable laws, procedures and practices
- ▶ **Enhance the value of the property** by making improvements that will increase its market value, retain and enhance pride of ownership

Reference -----



IMMOBEL
group

LOTINVEST S.A./N.V.



What do we do ?

Tenant expectations

- ▶ Ensure the **calm environment** of the premises : an assurance that the premises will be able to be used and enjoyed for the intended purposes without interference from the landlord and/or other tenants
- ▶ **Provide comfort** : a professional environment that is properly heated, cooled and ventilated
- ▶ **Provide security and safety** : the ability to work in a building in which there are no inherent defects or conditions that might be hazardous to health or to property
- ▶ **Accommodate the cultural differences** that may arise

Reference -----

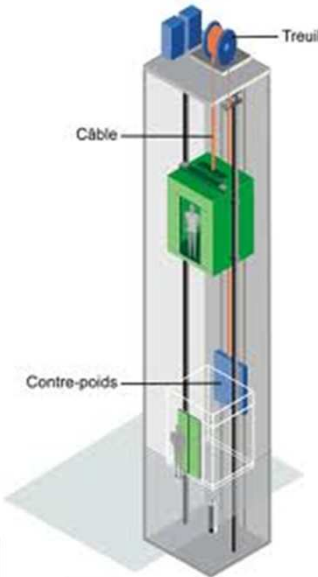




What do we do ?

Technical management

- ▶ Guarantee an **appropriate maintenance** of the technical installations
- ▶ Detect / **anticipate** any potential **problems**
- ▶ Follow-up of all works to be performed
- ▶ **Follow-up of maintenance** contracts and their completion
- ▶ Follow-up of new regulation and technical standards evolution
- ▶ Provide technical engineers, advisors and designers if / when required
- ▶ **Ensure cost control**
- ▶ Facilitate emergency service
- ▶ Technical audit of the property if required





What do we do ?

Administrative and commercial relationship management

- ▶ **Drafting and/or analysis** of any rent or lease agreement
- ▶ Lease agreement's registration with local authorities
- ▶ **Follow-up of all contractual requirements** and relationship between tenant and landlord
- ▶ Insurances policies and claims management
- ▶ Drafting of house rules and emergency procedures





What do we do ?

Financial management

- ▶ Creation of the initial balance sheet and preparing the accounting plan
- ▶ Divide the costs of maintaining and using the property among users
- ▶ **Calculating, issuing invoices and collecting rent payments** and other payments from tenants
- ▶ Book keeping
- ▶ **Cost control** of on-going property maintenance and running costs
- ▶ **Communication** on a yearly or quarterly basis of tenant's and landlord's **balance of accounts**





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Why choose TREVI & LOYD ?

- ▶ More than **50 years of experience** in the Belgian market
- ▶ **Tailor made services**
- ▶ A **proactive and creative relationship** with a dedicated team
- ▶ Perfect knowledge of local players enabling a strong cost control
- ▶ **Framework agreement** with major services or facilities suppliers
 - ▶ Gas and electricity : Electrabel & Lampiris (min 15% cost reduction)
 - ▶ Insurance : Marsh (2,5% cost reduction)
 - ▶ Heating Fuel : Total (up to 45€/m³ cost reduction)
 - ▶ Many more based on the need of the customer



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