



ANQOR

VALUE ADDED

Consultancy



Anqor is a consulting firm operating in commercial real estate sector.

We provide innovative, creative and value-added solutions for investors, developers and corporate retail brands seeking permanent presence in the prospective markets through sustainable projects.

Thanks to our extensive market knowledge and expertise that bring us a unique perspective on guiding our clients' commercial future, we provide variety of services in areas such as commercial real estate development consultancy, retail agency, conceptual planning, high street leasing, property valuation and capital markets.

Effectively using our data sources, we offer strategies that will help our clients to achieve maximum returns and benefits in their projects. Our mission is to increase the commercial efficiency and performance for our clients by delivering high quality and customized solutions that always create added value.

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SERVICES





1 RETAILER SERVICES

Tenant Representation

- ✓ High Street Leasing
- ✓ Shopping Centre Leasing
- ✓ Lease Renegotiations and Renewals

Retail Consultancy

- ✓ Market and Competition Analysis
- ✓ Market Entry Strategies
- ✓ Business Partner / Vendor Search
- ✓ Expansion Strategies
- ✓ Store Portfolio Evaluation
- ✓ Other Services (Legal, Human Resources, Customs)



RETAILER SERVICES

In view of Tenant Representation and Retail Consultancy, we provide brands with any strategies they need to ensure a proper and sustainable expansion in the market. We assist them at every step of leasing processes and also guide on the right brand positioning in the right locations where they will reach the target consumers in the market.

Besides, we also make detailed marketplace and competition analyses periodically to let our clients know about alternating financial conditions and trends in the market. We appraise their existing store portfolios and optimize lease contracts based on the current market conditions so that they keep retail operations at the highest efficiency.





2 SHOPPING CENTRE SERVICES

- ✓ Concept Development and Functional Planning
- ✓ Brand Mix Studies
- ✓ Rent Income Analysis and Feasibility Studies
- ✓ Leasing and Re-Leasing
- ✓ Designing Food Halls and Entertainment Areas
- ✓ Commercialization (Kiosk Design, Advertisement and Leasing Strategies)



SHOPPING CENTRE SERVICES



With our know-how and expertise, we go about your project at the development stage. For this, we implement the right financial model and architectural design to your shopping center or multi-purpose mixed-use project to operate in a highest capacity and performance.

Acting with our local and global solution partners, we deliver value-added innovative solutions which respond today's changing consumer behaviors and lifestyles. We put together the right brand mix, and design all necessary recreation facilities to make your project sustainable, profitable and livable.



3 HIGH STREET LEASING SERVICES

Leasing

- ✓ Landlord Representation
- ✓ Built To Suit Retail Spaces For Tenant
- ✓ Marketing and Leasing Strategies
- ✓ Negotiation of Legal and Commercial Terms
- ✓ Financial Analysis of Proposals

Development Consultancy

- ✓ Architectural and Functional Planning
- ✓ Operational and Commercial Improvement
- ✓ Location and Rent Income Analysis



HIGH STREET LEASING SERVICES

Whether you are an investor or a landlord, we provide advice on your real estate development processes and add value to your property. In a developing and evolving market environment, we offer build-to-suit services and design customized retail spaces for retail brands to maximize the asset values of your properties.

We engage in effective marketing activities to find the right tenant who will suit and add value to your premises. We promote brand-new perspectives and helpful guidance on rent scenarios, and implement commercially viable and sustainable leasing models for the parties.





4 CAPITAL MARKETS

We provide advisory services for investors who want to sell and buy investment grade properties or portfolios. We deliver real time market data and information to ensure maximum returns and long-term gains on client's real estate investments.

We conduct cash flow analyses and investment valuations both for existing or acquirable properties to reach real asset values. Our strategic action plan is subsequently implemented to deliver customized solutions to our corporate and individual clients.





5 ADVISORY SERVICES

Retail Brands

- ✓ Market Research and Analysis
- ✓ ERV and BOV Studies

Investors and Landlords

- ✓ Valuation
- ✓ Highest & Best Use Studies
- ✓ Due Diligence Exercises
- ✓ Property Portfolio Analysis for Merger and Acquisitions





ADVISORY SERVICES

We offer unprecedented expert advice to our clients on real estate equity. We deliver all kinds of reports such as “Property Appraisals”, “Market Rent Analyses (BOV)” “Highest and Best Use Studies” and “Portfolio Valuations” that will guide retail brands, landlords and investors, both in determining the current asset values of their existing real estate portfolios and also assisting them with their investment decisions.

Thanks to our market knowledge, continually updated database and transaction-based expertise, we offer studies overlapping market facts. We interpret the data achieved through our market search and reflect them to our financial analyses. This helps us to play decisive role on investment decisions of our clients.





6 MARKETING AND MANAGEMENT STRATEGIES

Considering the fact that shopping centers are living spaces constantly evolve and change, we implement innovative activities whereby our visitors can enjoy unique experiences other than shopping, and thus contribute to the transformation of shopping centers into experience centers.

We cooperate with retail brands, landlords and local administrations on high streets to create attractive contents through periodical events that enhance retail sales performance. Hence, we are contributing to the conceptual development and rebranding of the streets.



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