

INOWAI company presentation

Real estate is a true performance lever for a company's growth. After wages, it often represents the second largest expenditure. Accordingly, a good real estate strategy contributes directly to a company's competitiveness.

In a world in which organisations are constantly evolving, it is becoming necessary to wonder about the timeliness of buying or renting premises, while correctly differentiating between the interests of real estate operation and investment.

The answer to these questions can only be obtained after a detailed analysis of the company's situation, objectives and means.

For you, INOWAI prepares tailor-made and innovative proposals in order to perfectly respond to your expectations and to provide you with solutions for a winning strategy.

INOWAI is the new incarnation of Property Partners that was created in 1999. It is the main actor in the corporate real estate market in Luxembourg.

History

INOWAI offers a range of quality services, including: marketing and the search for commercial premises & offices, investment consulting, real estate management and managing agent for co-ownership properties, assessment of real estate assets, sustainable development and the preparation of real estate strategies.

Held exclusively by its four associates, INOWAI has approximately 50 employees. Founded by real estate professionals, its know-how has led to many distinctions including the prize for the "best real estate services in the Grand Duchy of Luxembourg", awarded by the International Real Estate Federation (FIABCI).

INOWAI is active internationally after opening a subsidiary in Brussels, Belgium in 2011, and in Metz, France in 2012.

A team

The leading ambition of the INOWAI team: proposing quality services that perfectly align with your expectations and needs.

Thanks to our knowledge of the Luxembourg market, our skills and our commitment to the missions entrusted to us, INOWAI is a major player in corporate real estate in the Grand Duchy of Luxembourg. We are proud of this position, and each day, we work to maintain it.

Targeting excellence requires an unceasing improvement of our skills in order to provide you with high-end services. The professionalism, know-how and involvement of our employees will provide you with a tailor-made solution.

Our subsidiaries

In France and Belgium, INOWAI is developing a primarily “Retail” business along 3 axes:

- Retail park marketing during the development phase, marketing of existing and/or vacant premises, as well as the identification and marketing of AAA locations in the very city centres of the main French and Belgian communities.
- Arbitrage and acquisition of assets on behalf of third parties.
- Accompaniment of firms originating in France and the Benelux as part of their development in their original territory or within the Greater Region.

Our expertise

Office Agency

Finding a tenant for an office building or, conversely, finding suitable and properly situated premises for a company: at INOWAI, the Office Agency department offers a complete range of services.

Our catalogue includes more than 200 commercial properties, with a total area of more than 300,000 m². Each year, we perform 120 operations while conforming with the requirements of our customers.

In terms of the number of completed transactions and relative to the handled surfaces, INOWAI is one of the leaders in this market. Our objective is to find the real estate response that best suits your expectations.

In order to identify a tailor-made solution at all stages of its development, we analyse the occupant's needs through the definition of economic, functional and social criteria.

Retail & Industrial Agency

INOWAI has a very detailed knowledge of the Retail & Industrial sector in the Grand Duchy. Based on years of experience, this expertise means that our Retail department has an excellent vision of the on-going developments, in order to be able to advise you as well as possible.

Our expertise means that we can provide you with solutions that take into account changes in the market's distribution and trends.

Our analyses rely on our knowledge and include all economic, social and urban aspects. They therefore ensure that we can deliver original and customised proposals.

We advise the owner or developer regarding the valorisation and competitive positioning of the assets, we help it to align with the existing demand, and we see the process through to the negotiation phase.

Investment/Capital Markets

Each day, INOWAI strives to meet demands, however complex. Our Capital Markets department prepares proposals that align with the needs of private and institutional investors.

Our excellent knowledge of the real estate market, our ability to identify tendencies and to seize opportunities all contribute to the construction of customised solutions suited to each request. To ensure the best possible performance, we have developed our own analysis tools.

The strategies that we prepare in full transparency for our customers are intended to optimise your investments while relying not only on emerging markets orientations, but also on the possibilities offered by the various types of real estate assets. We undertake to respond to the specific needs of each project, in order to provide you with the best solutions.

Since each customer is unique, our consultants advise you, design and propose innovative solutions that can provide responses to the most diverse investment strategies.

Valuation

Using tools suited to international requirements and national specifics, INOWAI carries out its assessments in a methodical and precise manner.

Assessment constitutes a relevant barometer and a rigorous tool prior to any real estate decision. Depending on the customer's needs, it reflects the market rental value, the market value of the building, the value of the key money or the value of a real estate asset within the framework of the IFRS standards or corporate financial statements.

Our team of experts is trained to assess all types of assets (lands, office or residential buildings, commercial premises, etc.) and it rigorously applies rules and best practices as a RICS member.

Investment and commercial banks, pension funds, private investors, Family Offices, real estate owners as well as many economic players avail themselves of our services for an assessment of their assets or their acquisition projects. We are honoured by their confidence.

Property Management

INOWAI devotes a multi-disciplinary and multicultural team of some 20 employees to ensuring the management of your real estate assets, while providing true added value.

Whether you are an institutional or private investor, our objective is to ensure the protection of your real estate assets while perpetuating financial flows and developing the appeal of your buildings within an increasingly competitive real estate market.

Proactivity, a sense of service and proximity guarantee the quality of our services in terms of rental, technical and accounting management.

Whether for real estate operation or investment, INOWAI always strives to align with your real estate strategy by combining management with due care, operating costs, services and comfort of the occupant.

Sustainable development

Sustainable development is an integral part of the INOWAI values: the growing demand from real estate actors relative to the cleanliness of their buildings and their repositioning in the market are a reflection of growing interest in this regard.

Our department's approach is to create value with the assets in an effort to satisfy both owners and tenants. This is an innovative approach that requires a complete analysis of each protagonist's needs, in the short, medium and long terms.

Our department is up-to-date with the latest technological developments and their tools, and can provide our customers with innovative and unique solutions, notably regarding the human approach that makes it possible to situate tenants at the heart of the building.

INOWAI is also an early adopter in this domain, as it was the initiator of the 1st international (outside of France) "Certification HQE™ Exploitation" and the developer of a methodology focusing on participatory management that includes the management of complaints and real-time energy monitoring.

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