



# BALFOUR CONSULTING AND RESEARCH

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PROPERTY DEVELOPMENT AND PROJECT  
MANAGEMENT SERVICES

OCTOBER 2011



# WHERE DO WE OPERATE?



## Estonia

Our Property Development services are restricted to Estonian market only – as this is where our expertise is of highest standard.

We have strong presence in Estonia in a form of local expertise. It comes with local know-how and networking but first of all: in a form of a extensive experience on the field of Property Development and Project Management.



Our expertise is not limited to the borders of Estonia. In contrary: our people have been working with smaller and larger multinational companies, thus knowing the requirements of international companies. Our network of professionals operating in the industry extends far beyond the local market. Combined with the local expertise, it provides the complete solution for property developers in need of management services.



## EASY AND FLEXIBLE SOLUTION

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- Flexible and easy solutions for your Real Estate development project
- We provide Project Management services for your Development Project at any of its phases: from idea to closing. The services can be provided for a part of the process or for the project as whole
- Our solution for you: no permanent staff, no permanent office – we provide the service for you
- Easy and flexible access to the market
- No major initial investments required
- Balfour solution is perfect for market entry or to small to medium size projects where no permanent staff are required or uncertainty is great.



## WHAT DO WE OFFER?

- We help you to buy the land, finance the deals, have contractors build projects, create, imagine, control and orchestrate the process of development from A to Z.
- We are converting ideas on paper into real property.
- We provide services from land acquisition to financing
- We provide services from the highest and best use appraisal to zoning
- We provide services from marketing to sales
- We provide services from zoning to architectural design
- We provide services from architectural design to construction



## OUR PEOPLE

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- **Margus Mändmets**

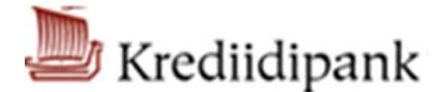
Has 10-years experience in the field of real estate development. He started as a Project Manager in an international construction and real estate development company SRV ([www.srv.fi](http://www.srv.fi)). First duties involved simple sales of apartments and rental of commercial spaces. His main achievements during this period include successful leasing of prime location shopping centre of Viru Center ([www.virukeskus.com](http://www.virukeskus.com)). Later on he was promoted to Managing Director of SRV Estonia where his main achievements include developing the biggest residential house in Estonia Osten Tor, the development of the headquarter of biggest Estonian Daily – Postimees, and other industrial, commercial and residential products. Margus' previous job was to held several position in The Coca-Cola Company from purchasing to sales.



## OUR CLIENTS

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- Krediidipank ([www.krediidipank.ee](http://www.krediidipank.ee))
- Baltimex ([www.baltimex.lv](http://www.baltimex.lv))
- Lynn Group AS
- GA Fund Management ([www.gafm.ee](http://www.gafm.ee))



GA Fund Management

