

OPERATING PARTNER SERVICES: A NEW SOLUTION FROM BNP PARIBAS REAL ESTATE PROPERTY MANAGEMENT

BNP Paribas Real Estate Property Management (BNP Paribas REPM) launches Operating Partner Services, a new pan-European solution that provides dedicated support, rounding out the traditional property management services with delegated asset management.

Dedicated support throughout the holding period of the asset

As asset portfolios become increasingly diversified, both in terms of the products held and the countries they are in, real estate investment companies are facing growing challenges. In response, BNP Paribas REPM creates Operating Partner Services, a link between Property Management and Asset Management. Intended for asset managers and investors, this new solution provides comprehensive support throughout the various stages of an asset's holding period, from acquisition to sale. It aims to help them with the operational execution of their real estate strategy as well as optimising the performance of their assets.

Coordinating all the stakeholders, assisting with decision-making, monitoring property management teams or taking care of tenant relations – the Operating Partner Services teams are key to fulfilling the clients' unwavering quest for performance as they execute their real estate strategies. Their main role is to advise the client, to guide them and ensure that their action plan is implemented effectively, while offering solutions suited to each situation.

An “NOI-driven”* partnership, led by the economic performance of the assets

Operating Partner Services are an extension of the clients' asset management teams, working within BNP Paribas REPM. Through this partnership and close collaboration, BNP Paribas REPM guarantees strategic and operational alignment to support the economic performance of assets across all management processes.

- ❖ New regional locations;
- ❖ Portfolio and usage diversification;
- ❖ Governance optimisation;
- ❖ Enhanced operational expertise...

...these are all sources of growth that clients can unlock with Operating Partner Services. Thanks to its pan-European presence, BNP Paribas REPM can provide short- or long-term support to its clients in their development schemes.

“Our 40 years of expertise and pan-European coverage have inspired us to create Operating Partner Services. Our close and trusting relationship with our clients has enabled us to develop a range of services that meets this growing need. Our affiliation with the bank allows us to work in synergy with other business lines within the Group to offer clients combined services and comprehensive support across all projects and regions. We are aiming for pan-European coverage. This development is already underway with initial assignments in France, Benelux, Spain, Portugal and Poland, with other countries to follow by the end of the year”, explains Csongor Csukás, Global Head of BNP Paribas Real Estate Property Management Europe.

*NOI: Net Operating Income



About BNP Paribas Real Estate

BNP Paribas Real Estate, one of the leading international real estate providers, offers its clients a comprehensive range of services that span the entire real estate lifecycle: Property Development, Transaction, Consulting, Valuation, Property Management and Investment Management. With 4,000 employees, BNP Paribas Real Estate as a one stop shop company, supports owners, leaseholders, investors and communities thanks to its local expertise across 23 countries (through its facilities and its Alliance network) in Europe, the Middle-East and Asia. BNP Paribas Real Estate is a part of the BNP Paribas Group, a global leader in financial services.

As a committed stakeholder in sustainable cities, BNP Paribas Real Estate intends to spearhead the transition to more sustainable real estate: low-carbon, resilient, inclusive and conducive to wellbeing. To achieve this, the company has developed a CSR policy with four objectives: to ethically and responsibly enhance the economic performance and use of buildings; to integrate a low-carbon transition and reduce its environmental footprint; to ensure the development, commitment and well-being of its employees; to be a proactive stakeholder in the real estate sector and to build local initiatives and partnerships.

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Real estate for a changing world

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