Delivery to start of construction Maximum of two and a half years **Development process** Municipality buildin **Anterior agreement** envelope complete/ 'Agreement in princip determinations application for with the municipali environmental permit development programme Con truction Completion **Purchase** PD FD DD egins Input/ Technical, commercial LOI TKO Agreement open Payment in and legal input/ budget and/or project feasibility refining final purchase price preparing open budget open budget

Purchase: option 1

- Lease or not:
- Condition is 'Agreement in principle' from the municipality;
- Focus on GE + PR

Purchase/financing: option 2

- Involved in determination of development programme;
- Focus on optimisation of programme;
- Focus on GE + PR

Purchase/financing: option 3

- Completion upon receipt of irrevocable environmental permit;
- Focus on GE + PR

Purchase: option 4

- Mediation for turnkey end product.
 Investor or buyer assistance;
- Focus on quality and final financial result