

Real Estate Solutions

Every real estate stakeholder faces unique constraints, operational circumstances, and economic realities in a continuously changing industry. We help real estate owners, occupiers, investors, and lenders to navigate market complexities, execute transactions and manage challenges in a timely and efficient way.

WHY FTI CONSULTING

Broad industry knowledge

Including planning, valuation, investment, development, finance, transactions, management and operations.

Extensive industry relationships

Giving you access to relevant information, consultant support and current market data.

Solutions focused

Providing tailored and actionable solutions to help you meet your goals and objectives.

Independent experts

Presenting carefully considered, unbiased and independent advice.

End-to-end construction services

Delivering solutions for construction matters involving project performance and delay issues, disputes and operational or financial distress.

With in-depth corporate advisory and insolvency knowledge, our dedicated Real Estate Solutions team can help you restructure, reposition, transact, improve profitability, and drive successful and timely real estate outcomes for your business.

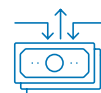
OUR REAL ESTATE SERVICES

Combining hands-on experience, expertise, and leadership, we offer a broad range of real estate services.



Asset and portfolio

- Analysis and optimisation strategies
- Repositioning strategies
- External consultant reviews, engagement, and management
- Lease consulting and management
- Corporate real estate
- Tenant advisory



Transaction advisory

- Acquisition and divestment strategies/management
- Financial and operational due diligence
- Asset sourcing and deal negotiation
- Sale and leaseback strategies
- Governance and probity



Recovery and workout

- Distressed asset strategies
- Cost review and minimisation
- Recovery assistance and management
- Lender advisory
- Risk analysis, evaluation, and mitigation
- Project and development management

HOLISTIC SOLUTIONS FOR THE CONSTRUCTION AND INFRASTRUCTURE SECTOR

We can draw on FTI Consulting’s construction and infrastructure experts to support industry participants faced with project risks, disputes, or financial concerns. Our multidisciplinary experts include quantity surveyors, former executives, project managers, investigators, and specialist accountants. Combining this industry experience with litigation, financial and restructuring expertise, we can help:

- manage projects, and resolve problems and disputes
- formulate and assess financial projections and viability for a project and broader business
- tender for replacement builders to complete partially constructed projects
- relaunch marketing programs where pre-sales for a project have been unable to complete
- restructure at a corporate level to maximise outcomes for affected stakeholders.

CASE STUDIES

Private Australian retailer

Situation

A major Australian retailer faced potential insolvency due to a high portfolio rental threshold and a significant number of non-performing stores.

Our role

We provided broad-based financial restructuring advisory services, including lender, crisis management and business transaction advice, and negotiation/due diligence services. We implemented a lease exit and rental reduction strategy to right-size the business to a more sustainable level by halving the retailer’s store footprint and reducing rent on the remaining stores by 10-20%.

Our impact

We found a purchaser for the business and management executed a terms sheet.

Major mixed-use development

Situation

The \$700m multi-tower project had gone into receivership before the final tower was completed. Significant residential, retail, and commercial stock still needed to be sold and settled.

Our role

We supported the Receiver and Manager by securing control of the site and successfully negotiating with all stakeholders, enabling completion of the final tower ahead of schedule.

Our impact

Upon completion, we settled c80% of residential pre-sale contracts and sold c85% of the commercial units within four months through a strategic sales campaign. Through industry contacts, we sourced an overseas buyer to purchase the retail holdings in-one-line. After operating at a substantial profit, the management rights business was sold.

Retirement village operator

Situation

The operator, which owned five sites comprising c.1,000 individual living units, had fallen into financial difficulty after defaulting on security agreements with its lender.

Our role

We supported the Receiver and Manager by managing the day-to-day business, undertaking a rigorous sale process (including preparing and administering a detailed data room) to identify a purchaser, and supporting a mortgagee finance package to facilitate closure of the transaction.

Our impact

Despite the appointment, management, and sale process straddling the outbreak of the COVID-19 pandemic, we ensured minimal disruption to the villages and achieved a desirable outcome for the secured lender.



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