

# Real Estate Solutions

## Strategy & Transactions

A changing macroeconomic environment, fluctuating commercial real estate pricing, as well as liquidity and an abundance of unspent cash reserves, create ripe opportunities that can play a role in your organization's investment and capital decisions and, at the same time, impact the preservation of asset and enterprise value. Real estate organizations need to be operationally-prepared to react to market trends in real time.

Our deep real estate industry experience provides unbiased, strategic guidance, unmatched expertise, and unwavering support to address these needs.

### AWARDS & ACCOLADES

## Forbes

Named to America's  
Best Management  
Consulting Firms List  
9 Consecutive Years

## CONSULTING®

THE PEOPLE • THE PROFESSION • THE LIFESTYLE

Named Best Firms to Work For  
by *Consulting Magazine*  
6 Consecutive Years

### How We Help

Both publicly-traded companies and privately-held entities look to our Strategy & Transactions professionals to help create and deploy informed transactional and operational strategies. We tailor our integrated suite of solutions and capabilities to every client with an eye toward creating and preserving value.

### Services



**Transactional  
Strategy &  
Due Diligence**



**Capital  
Markets**



**Business  
Transformation**



**Development**



**Valuation**



**Executive Compensation  
and Corporate Governance**

## CAPABILITIES

### Transactional Strategy & Due Diligence

Today's evolving real estate market presents investors with a new set of opportunities and challenges when acquiring, disposing of, or holding real estate assets. Decision makers should equip themselves with an in-depth understanding of values, real estate fundamentals and structuring alternatives. Global public and private real estate companies, including owners/developers, REITs, financial institutions, private equity funds, insurance companies, family offices and governments, as well as origination and securitization lenders, can find top expertise in transactional strategy and due diligence.

### Capital Markets

A bumpy capital markets recovery has revealed unprecedented challenges, as well as new opportunities, for owners and developers seeking capital for growth, investors looking to deploy capital and operating businesses trying to enhance or unlock enterprise value. FTI Consulting — through its investment banking subsidiary, FTI Capital Advisors, and its real estate brokerage subsidiary, FTI Consulting Realty — helps public and private sponsors, operators, investors and operating businesses that are strategically dependent on real estate. Our real estate experts assist with debt and equity financings; asset- and portfolio-level transactions; business combinations (including joint ventures and M&A) and strategic moves or decisions that may affect enterprise value.

*FTICA is registered with FINRA in the United States and engages in securities transactions pursuant to that registration. In non-U.S. securities transactions, FTICA may be required to work with securities dealers registered in other countries.*

*FTI Capital Advisors, LLC (member FINRA/SIPC) is the wholly owned investment banking subsidiary and FTI Consulting Realty, LLC is the wholly owned real estate brokerage subsidiary of FTI Consulting, Inc. (NYSE: FCN).*

### Business Transformation

The real estate industry is experiencing significant growth, disruption and change: a trend that is likely to continue for years to come. This industry-wide change is forcing real estate investors and owners to reassess their operations with an eye toward increasing efficiency and effectiveness. Once accustomed to managing through manual processes, real estate companies are implementing technologies to improve automation and workflows. At the same time, they are assessing their approach to improve data management and technology, processes, and the structure of their organization.

### Development

Our experts can help you determine the key drivers for creating maximum project value. We help manage relationships among investors, developers and public sector stakeholders to create and execute complex development projects. In addition, we help clients access capital and we articulate the economic and business benefits of projects to satisfy investor and regulatory requirements.

### Valuation

Whether you are an individual with a single asset or a multinational corporation or fund that controls asset portfolios located throughout the world, we apply our in-depth understanding of real estate values and market dynamics to advise you throughout the life cycle of ownership and in complex situations like bankruptcy, restructuring and disputes. With real estate valuation professionals possessing the requisite combination of "expert witness" credentials, industry-recognized designations (MAI, CRE, FRICS and MRICS) and real-world experience, we are well-positioned to provide advice and support to maximize client benefits.

### Executive Compensation and Corporate Governance

Our expertise covers complex and routine compensation and governance matters. We take pride in our relationship-based approach, which enables our experienced professionals to leverage our extensive knowledge of the dynamics and key factors directly impacting our clients to create compensation programs that support organizational goals. This approach is only possible by engaging in relationship-driven consulting that focuses on the underlying culture and strategy at each company. FTI Consulting works closely with public and private companies to create customized and balanced compensation programs designed to reward and motivate management for long-term performance. We also provide expert advice on the development and implementation of disciplined and compliant corporate governance policies.

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