

# Real Estate Solutions

In an industry facing continuous change, every real estate stakeholder has unique objectives, constraints, operational circumstances and economic realities. We understand the importance of an independent advisor, and through our deep experience and capabilities we are able to provide a broad range of real estate services to our clients.

## THE FTI CONSULTING DIFFERENCE

### Broad industry knowledge

Our experts have diverse knowledge and experience across many aspects of the real estate industry, including planning, valuation, investment, development, finance, transactions, management and operations.

### Extensive relationships

We have extensive professional relationships within the real estate community, enhancing our access to information.

### Solutions focused

We are empathetic and take the time to understand the goals and objectives of our clients in order to provide the most appropriate and tailored output, including practical and actionable recommendations and solutions.

### Independent experts

We are known for our independence and objectivity. We provide carefully considered, unbiased and independent advice.

### Construction solutions

Our Construction team can assist on complex matters involving project performance and delay, disputes and operational or financial distress.

Our dedicated Real Estate Solutions team brings together a complementary combination of genuine hands-on experience, expertise and leadership. We help real estate owners, users, investors and lenders to navigate the market's complexities, execute transactions and manage inherent risks and challenges.

Our team has in-depth knowledge of corporate advisory and insolvency as it relates to the real estate industry. It underpins our ability to support public and private organisations, financiers, credit providers and other stakeholders. We specialise in helping clients to improve profitability, restructure, reposition, or transact, and ultimately assist with driving successful real estate outcomes for their particular business.

## REAL ESTATE SOLUTIONS



## OUR SERVICES

Our Real Estate Solutions team provides a broad range of services across the restructuring, transactional and operational spectrums, including:

### Recovery and workout services



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

### Transaction advisory services



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

### Asset and portfolio services



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

## SUPPORTING YOUR BROADER NEEDS

FTI Consulting gives you access to leading economists, business transformation and restructuring advisors, business valuation experts, forensic accountants, data analysts and communications specialists. We draw on this wealth of expertise to support your broader needs in other specialised situations such as dispute resolution.

## SELECT EXPERIENCE

### Private Australian retailer

We provided broad financial restructuring advice across a range of issues, including lender advisory, crisis management, and business transaction advice/negotiation/due diligence. In order to right-size the business to a more sustainable level, a lease exit and rental reduction strategy was implemented. The intent was to reduce the footprint of the store network by approximately 50% and reduce the rent on the remaining stores by 10-20%. As a result of these efforts, a purchaser for the business was identified, with a terms sheet executed by management.

### Major mixed-use development

We supported the Receiver and Manager over a c.\$700m multi-tower, mixed-use development, where the final tower of the development was incomplete, and significant residential, retail and commercial stock had to be sold and settled. We secured control of the site and successfully negotiated with all stakeholders, enabling completion ahead of schedule. 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 an overseas buyer was sourced to purchase the retail holdings in-one-line; and after being operated at a substantial profit, the management rights business was sold.

### Global investment manager asset acquisition

We were engaged by a major Asian domiciled investment manager to provide due diligence support for the acquisition of a significant commercial asset in Australia. Our client report outlined various findings for consideration which allowed them to acquire the asset with assurance.



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