

Often, many real estate owners and lenders face the challenges of maturing debt, complex capital structures, and differing opinions of value and projected cash flow. Our team of highly experienced professionals helps stakeholders—companies and owners; secured lenders; unsecured creditors; and trustees, receivers and examiners—decide how to preserve current value and create future value. Responding to troubled loans and market changes is challenging for all parties. FTI Consulting offers restructuring services for both debtors and creditors and guides clients through restructuring, capital sourcing, and resolution of distressed debt both in and out of court. Our professionals also provide strategic communications on all aspects of real estate restructuring issues.

A FULL RANGE OF SOLUTIONS

Our industry-leading experience benefits all stakeholders:

- *Company-Owner*
- *Secured Lender*
- *Special Servicers*
- *Unsecured Creditors/Committees*
- *Trustee-Receiver*

We offer a full suite of specialized restructuring services:

- *Interim Management*
- *§363 Asset Sales*
- *Opportunistic Investor Services*
- *Bankruptcy Administration and Reporting*
- *Litigation Support and Expert Witness*
- *Strategic Communications*

STAKEHOLDERS

Company–Owner Advisory

Our real estate restructuring professionals have hands-on operational and financial expertise. They work closely with management, our clients' legal advisors—both in and out of court, and related advisory professionals to address all technical requirements and recommend needed operational improvements related to the restructuring of real estate. We negotiate the issues, helping to create and support an environment of improved trust and communication, within which a comprehensive solution can be crafted enabling management to enhance and protect stakeholder value.

Secured Lender/Special Servicer Advisory

We offer secured lenders a broad range of strategic and technical skills, hands-on experience and the ability to apply advanced analytic tools to the unique demands of each situation. Our reputation for technical excellence, in-depth analytics, practical objectivity and negotiating expertise are all critically important to our success—and key in winning acceptance of our recommendations and opinions. Regardless of the ultimate resolution, we provide decision makers with reasoned and documented analyses regarding all viable alternatives and help clients identify and pursue strategies that maximize recovery.

Unsecured Creditors/Committees Advisory

We work with unsecured creditors and their professional advisors to help them analyze and understand the complex body of information and assumptions, as well as the interpersonal dynamics and negotiating positions of the parties involved. FTI Consulting restructuring professionals are highly experienced with proven track records of success in some of the most complex real estate restructuring events in recent memory.

Trustee–Receiver Services

FTI Consulting professionals have served as court-appointed trustees, examiners and receivers (and their advisors) in Chapters 7 and 11 bankruptcy and forfeiture matters. We have been involved in some of the most significant out-of-court and judicial restructurings of the last two decades and understand the particular technical issues, risks and nuances that can arise in these circumstances.

SERVICES

Interim Management Services

Our interim management services catalyze organizations in crisis or in transition, driving change in difficult situations. Our interim management professionals are highly regarded, experienced executives focused on enhancing working capital and driving profit improvement strategies. We restore credibility to unstable organizations while preserving, protecting and enhancing enterprise value for stakeholders.

§363 Asset Sales – Marketing, Management, Administration

We help clients with the marketing, management and administration of §363 asset sales. Our dedicated real estate restructuring professionals have extensive experience managing sales of real estate-related assets in numerous bankruptcy proceedings. With our broad knowledge and experience in §363 asset sales, we have a reputation for engaging sophisticated bidders and promoting the full extent of potential value.

Opportunistic Investor Services

Distressed debt presents opportunities for investors to earn attractive risk-adjusted returns through the acquisition of troubled debt or the acquisition and resolution of mortgage interests connected to real property. Holders of distressed debt need assistance in preparing for and executing loan sales to meet regulatory, capital ratio, cash need or other objectives. Our professionals provide both sell- and buy-side services related to distressed debt interests in real estate.

Bankruptcy Administration and Reporting

Successful completion of the Chapter 11 reorganization process requires appropriate pre-filing planning and preparation, accurate and timely reporting during the pendency of the case, and development of processes to review, reconcile, and discharge financial liabilities as part of an approved Plan of Reorganization. From the initial planning, to final distributions, FTI Consulting provides proven solutions to the administrative challenges of Chapter 11 bankruptcy processing and assists in every step of the Chapter 11 process.

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Litigation Support and Expert Witness

Whether analyzing financial data, unraveling difficult economic issues or navigating a complex litigation terrain, the FTI Consulting team of real estate professionals provides expert support. Combining real-world strategic and operational experience and strong academic and professional credentials, we help clients resolve disputes. We support our clients from early case assessment and discovery through final resolution. In addition, we provide practical knowledge of real estate customs and practices, damages analysis and expert testimony and assist with settlement negotiations.

Strategic Communications

We serve a global client base with strategic and tactical support across each stage of the business life cycle, including specialized investor and capital markets communications for companies engaged in the restructuring process.

ABOUT THE FTI CONSULTING REAL ESTATE AND INFRASTRUCTURE PRACTICE

The Real Estate and Infrastructure practice has a singular focus on the real estate and real estate finance industries and the capital markets that serve them.

Our services are designed to create integrated financial, operating and tax solutions for clients with interests in real estate. We provide an unsurpassed range of real estate advisory services including merger & acquisitions, due diligence, valuation, lease consulting, restructuring, litigation support, forensic accounting, financial outsourcing, IPO advisory, REIT tax structuring and compliance, executive compensation, development advisory, cost segregation and private client and family office services.

We represent leading public and private real estate entities including equity and mortgage REITs, financial institutions, investment banks, opportunity funds, insurance companies, hedge funds, pension advisors, family offices, owners/developers, tenants and government agencies.

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EXPERTS WITH IMPACT™

About FTI Consulting

FTI Consulting is an independent global business advisory firm dedicated to helping organizations manage change, mitigate risk and resolve disputes: financial, legal, operational, political & regulatory, reputational and transactional. FTI Consulting professionals, located in all major business centers throughout the world, work closely with clients to anticipate, illuminate and overcome complex business challenges and opportunities.