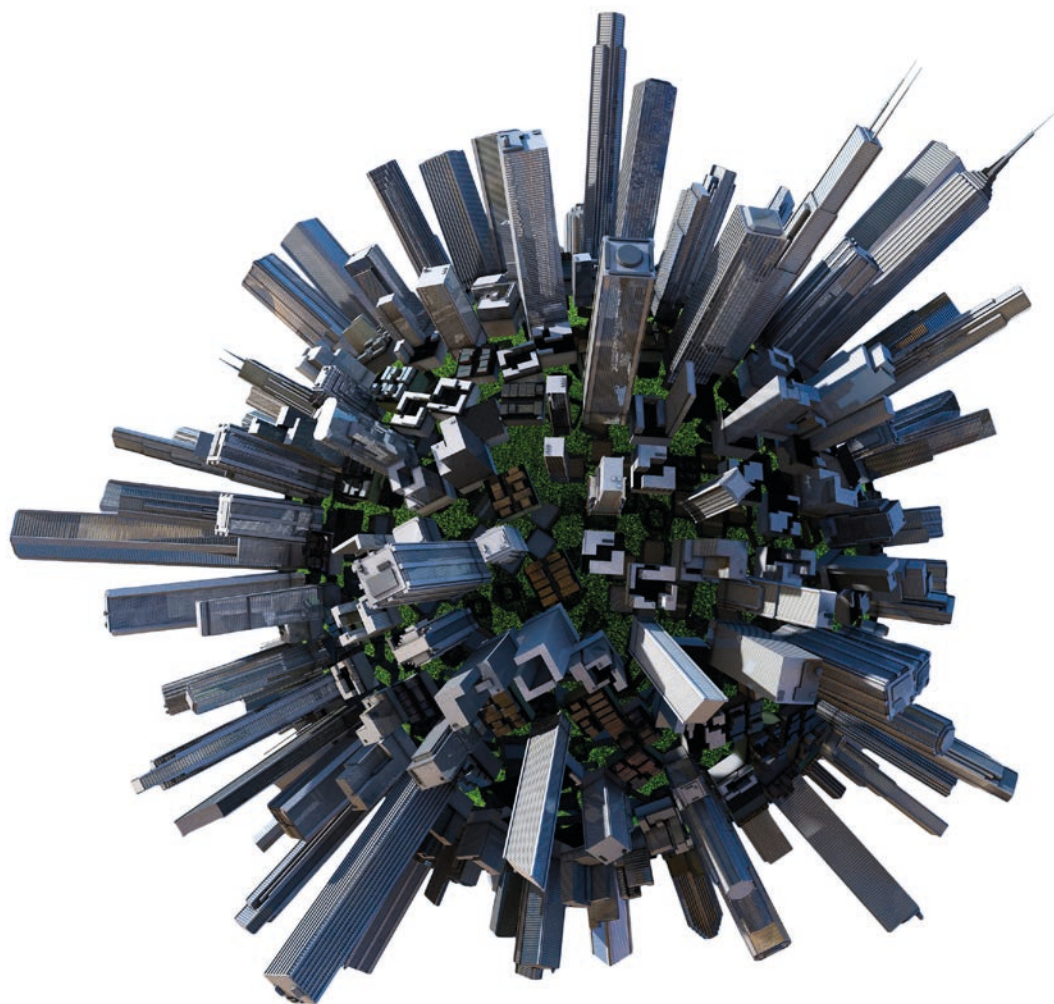


**Deloitte.**



**Deloitte Real Estate  
Switzerland**

Combining real estate advisory  
with financial and business  
services expertise

# What strategic themes do we emphasise?

We focus on optimising and assessing operating models within the overall client business strategy and are linking HR, IT, audit, tax and real estate challenges in a holistic approach. Our strategic themes include:



## The Workplace of the Future

The world of work is evolving at an unrelenting pace. Certain trends are disrupting business areas such as talent, technology and the physical workplace itself, which in turn is changing the way companies operate. Finding new ways to improve business agility and productivity whilst reducing costs and attracting and retaining the best talent are no longer optional objectives, but are essential in shaping the workplace of the future.



## IFRS 16 Lease Accounting

As of 2019, all lease contracts (with few exceptions) need to be capitalised on the balance sheet, which may be a complex and long-lasting manual procedure. Deloitte has therefore invented a unique tool based on artificial intelligence to facilitate and automate this process. In addition, potential negative accounting impacts may be avoided and relevant changes in the real estate portfolio implemented proactively.



## Global Location Strategies

Thanks to cooperation with our tax consultants, industry experts and our globally connected network in 164 countries we are your ideal partner for location optimisation enquiries across the entire value-added chain.

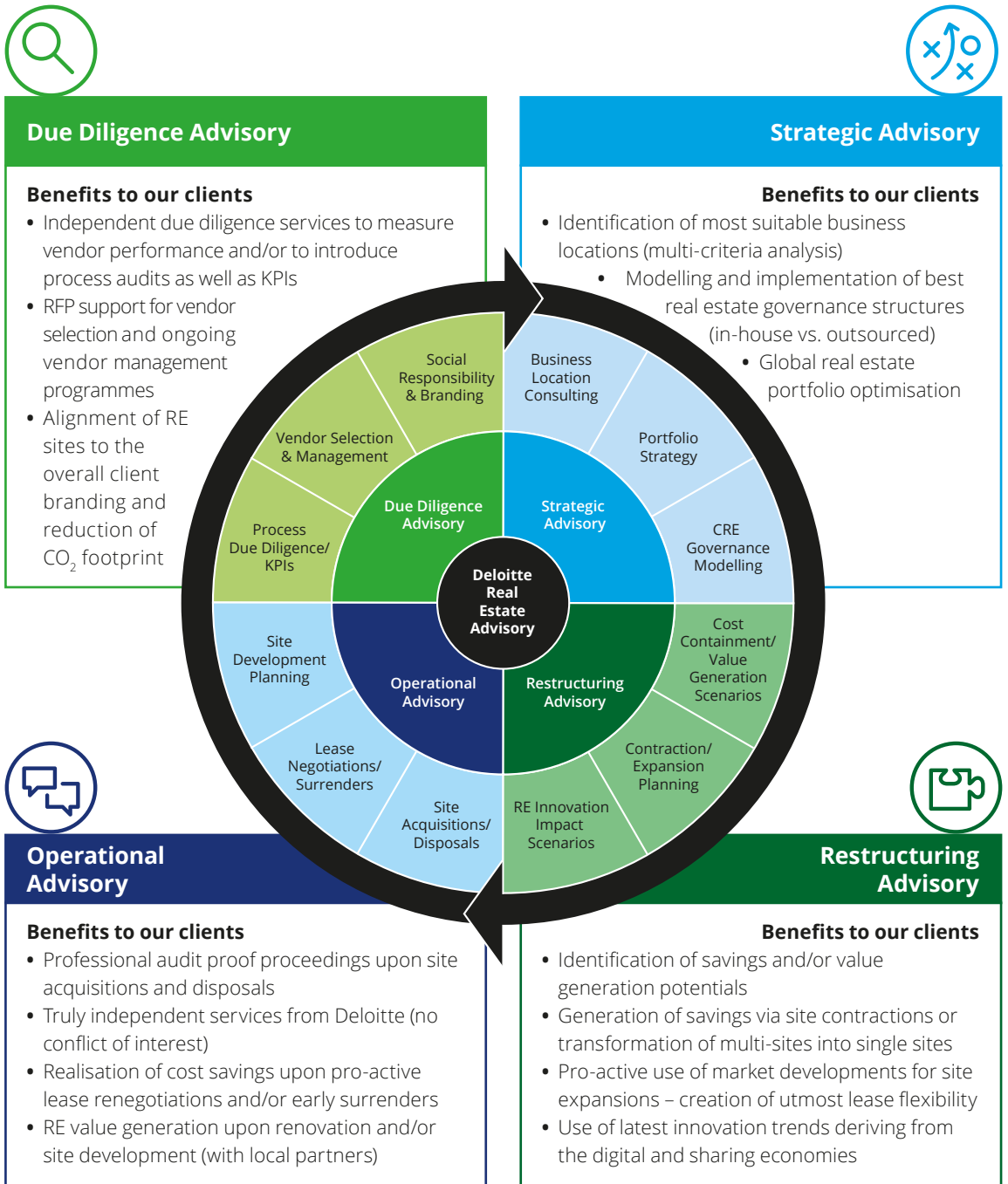


## Real Estate Transaction Services

Real estate transaction services for asset and share deals as well as related strategic work remain a key element to our holistic approach. We provide portfolio analysis and optimisation, tenant representation (site identification, lease negotiations, etc.), due-diligence expertise as well as sale and buy side advisory services for investors and occupiers with the aim of maximising operational cost savings.

# What specific services do we provide?

Deloitte Real Estate offers a breadth of capability and an innovative approach unequalled in the market. Combining real estate advisory with financial and business services expertise to deliver integrated solutions, we apply a depth of insight drawn from our understanding of all industries and sectors.



# What makes us unique?

Our highly skilled real estate professionals in Switzerland are linked to a strong global team and together we focus on bringing strategic value to our clients beyond traditional real estate transaction support.

- 1 Biggest global advisory for professional services incl. real estate with presence in 160+ countries
- 2 Audit proof proceedings and due diligence
- 3 Trusted advisor role fully exempt of conflict of interest
- 4 Integrated service approach including expertise in RE tax, M&A, debt advisory, business modelling and assurance/forensic
- 5 Unique combination of deep Real Estate expertise, human capital and digital workplace technology services
- 6 Swiss tax firm of the year in 2014, 2015 and 2016, incl. real estate tax
- 7 Innovative and transparent fee model
- 8 6 offices across Switzerland covering all regional markets

## Contacts



**Karl Frank Meinzer MRICS**  
Partner, Head of Real Estate  
Advisory Services Switzerland  
kmeinzer@deloitte.ch  
+41 58 279 80 86



**Sophie Carliez MRICS**  
Director, Head of Real Estate Advisory  
Services Western Switzerland  
scarliez@deloitte.ch  
+41 58 279 81 19



**David Schoch**  
Director, Head of Real Estate Advisory  
Services German-speaking Switzerland  
daschoch@deloitte.ch  
+41 58 279 69 80

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