



RE PORTFOLIO STRUCTURING

- Portfolio performance analysis and initial benchmarking
- Assets and portfolio value analysis – valuation and modelling
- Operating cost and management fees review
- Portfolio metrics, key value drivers
- Segmentation, strategy definition and operating scenarios
- Hold and dispose concepts, business models
- Strategy execution support

RELATED SERVICES

- *Tax structuring and transfer pricing*
- *Financial advisory services*
- *Innosys – Deloitte IT solution for RE*

RE PORTFOLIO STRUCTURING



Is your RE portfolio income producing or it is rather OPEX intensive set of individual assets?

Corporate RE usually represents a massive capital investment with large, overgrown and underutilised portfolios. Lack of the knowledge of the portfolio value, its alternative use or management models are some of the key issues leadership is facing.

Is your portfolio efficiently structured to meet shareholders expectations and market trends?

The right and clever portfolio structuring can bring significant benefits to the owners, both private and public: improved margins, higher income streams or the proper asset management schemes. These are some of value improvement offerings, where our real estate experts can help to identify opportunities and provide necessary support during the process.

State RE agency in CEE region engaged Deloitte to analyse the state portfolio, comprising of ie historical buildings, modern admin buildings with high vacancies, hospitals, or customs checkpoints. Based on Deloitte proposed strategy, the portfolio was segmented to better reflect different asset groups,. KPIs were implemented to address each portfolio specifics with a disposal and acquisition plan, supporting state priorities.

CEE top 100 company engaged Deloitte to analyze sales potential and approach on non-core, underutilised, mixed-use RE portfolio. Deloitte analysis comprised initial portfolio valuation, NPV business case modelling, assets segmentation and go-to-market strategy. Based on the analysis efficiency plan with sites colocation was introduced, disposal plan was adopted with business case approval procedure to reflect cost and benefits generated by the asset sale.