



Deloitte provided transaction advisory services within the sale of the 30 ST Mary Axe (The Gherkin), London

TRANSACTION ADVISORY



- Sell side advisory
- Buy side advisory
- Strategic investor search
- Wide portfolio of local and global Deloitte network contacts
- Tailored marketing strategy
- Experienced transaction team

RELATED SERVICES

- *Valuation*
- *Legal services related with transaction*
- *Tax structuring*
- *Complex due diligence*

TRANSACTION ADVISORY



Do you want to sell your property at the premium price?

The Deloitte Real Estate team is prepared to advise clients in the selling of properties or portfolios in the Czech Republic. Deloitte's experienced team can help with a suitable selling and marketing strategy setup including fair market valuation and finding the buyer, financial or strategic partner.

Do you want to buy a property and sleep well?

The Deloitte Real Estate team is supporting clients within price negotiations and advise with commercial assessment of the real estate investments, financial, tax and legal due diligence. Within the buy side advisory, Deloitte offers tax structuring services and full legal support within the transaction process.

A private client mandated Deloitte for complex buy-side advisory in relation to his intention to buy a hotel property. Deloitte prepared the initial valuation and feasibility study of the targeted hotel property. Deloitte's RE team supported the business term negotiations which led to a 20% reduction of the acquisition price to the level of Deloitte's initial valuation. Deloitte also performed tax and legal due diligence and provided complex legal support within the transaction.

A private equity company engaged Deloitte to sell a 17,000 sqm building in Prague for hotel development. Deloitte provided market valuation of the building, set up the initial selling strategy and prepared a long list of possible buyers. Deloitte found the buyer and led the ensuing successful negotiations.