



## Real Estate

Real experience. Real perspectives. Real solutions!

**Capabilities & Clients** Real estate is one of the fastest-growing industry groups of Deloitte Greece. Our clients include 3 of the 5 local REITs, 3 out of the 5 locally listed developers, 2 of the biggest companies in construction concessions and real estate, foreign private equity groups investing in Greece, hotel chains, banks, insurance companies, leasing companies and pension funds.

### Global Strength “Deloitte Real Estate”

Deloitte and Drivers Jonas (UK) combined forces in 2010 to create the “Deloitte Real Estate” group, which brings together more than 700 property specialists across our global business. Globally, we now serve 17 of the top 20 biggest real estate companies (audit 45% of them) and 18 of the top 20 private equity investors (audit 45% of them). Deloitte Real Estate redefines the concept of a full-service real estate business, offering a breadth of capability and an innovative approach unequalled in the market, interconnected also with our eminent global financial services industry team.

### Regional Reach

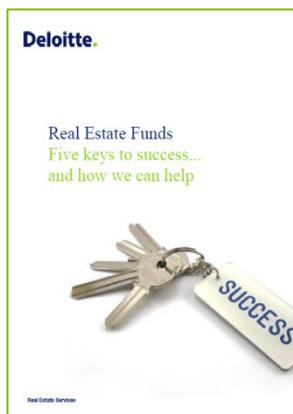
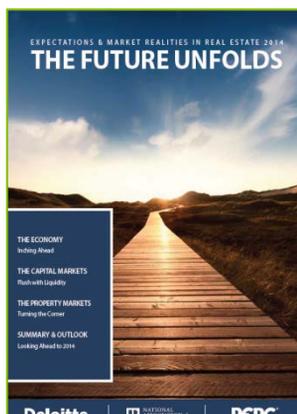
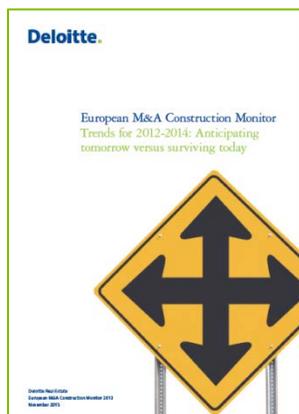
By region our capability is as follows:

- Americas (2,140 professionals): Adviser to Top 50 US real estate managers, as well as of 18 out of 25 of the biggest US real estate investors;
- EMEA (2,050 professionals): Adviser to 5 out of 6 FTSE 100 real estate and construction companies, as well as tax adviser to 5 out of 7 of the biggest real estate companies in Europe;
- Asia-Pacific (650 professionals): Adviser to 34% of the listed real estate and construction companies on the Hong Kong Stock Exchange.



## Industry thought leadership

We are active participants in key organisations, such as: the Association of Foreign Investors in Real Estate (AFIRE) and the European Public Real Estate Association (EPRA) and provide insights on real estate industry and market developments to help clients shape their responses to current business issues.



## The Unique “Real Estate Analytics Tool” (REAT)

The web-based Real Estate Analytics Tool (REAT) is designed to assist owners and practitioners that seek to streamline their valuation processes, by eliminating the need for complex, iterative spreadsheets, providing standardised and repeatable valuation models, concentrating multiple data sources and capabilities within a single portal.

## Why Deloitte?

Because:

- We are **independent** from assets investment positions
- We provide **multifunctional, comprehensive, one-stop services** able to deal with every aspect (due diligence, tax, legal, etc.)
- We have **global access, eminence & recognition** for buyers & sellers
- We serve clients with a **seamless cross border & cross functional** real estate advisory team

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