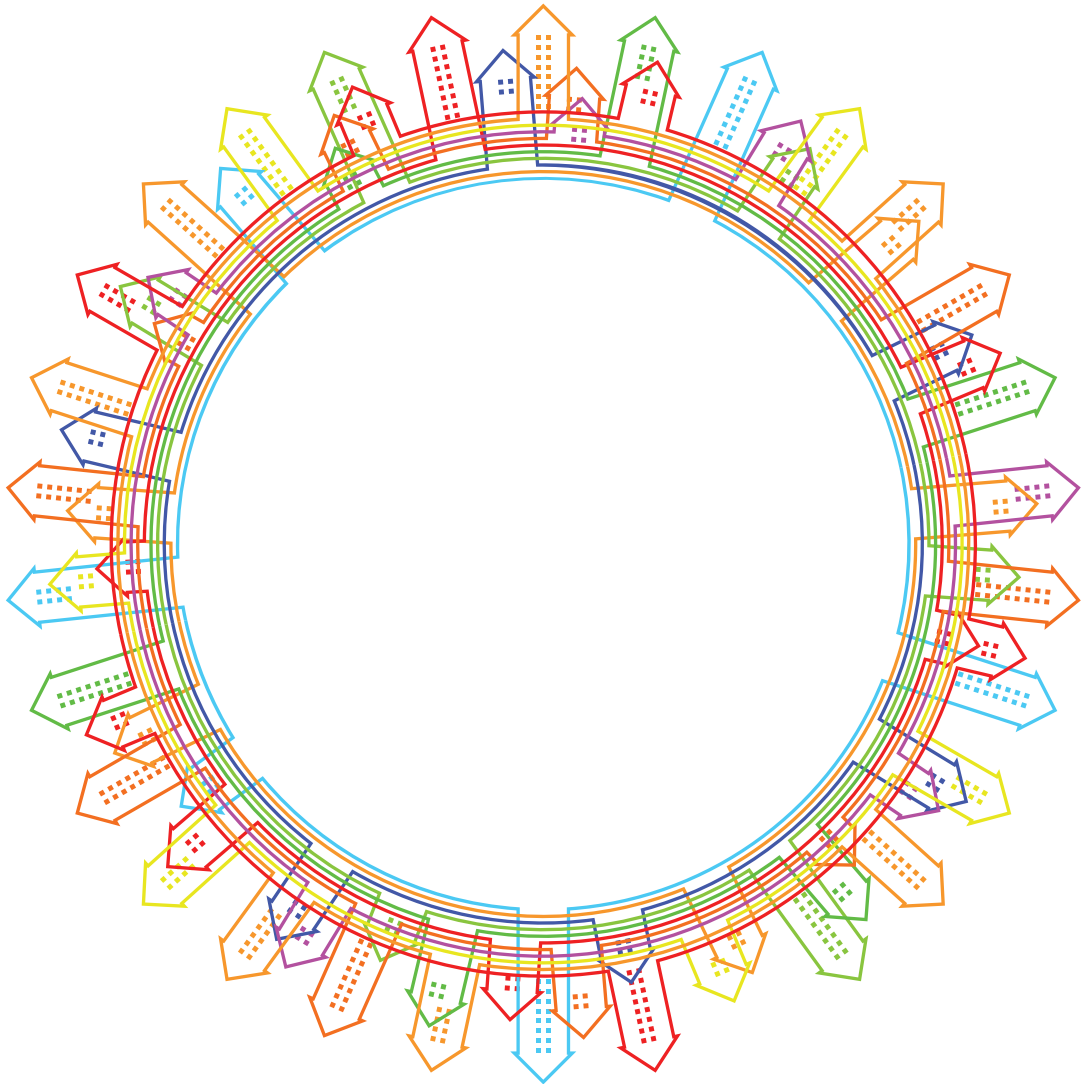


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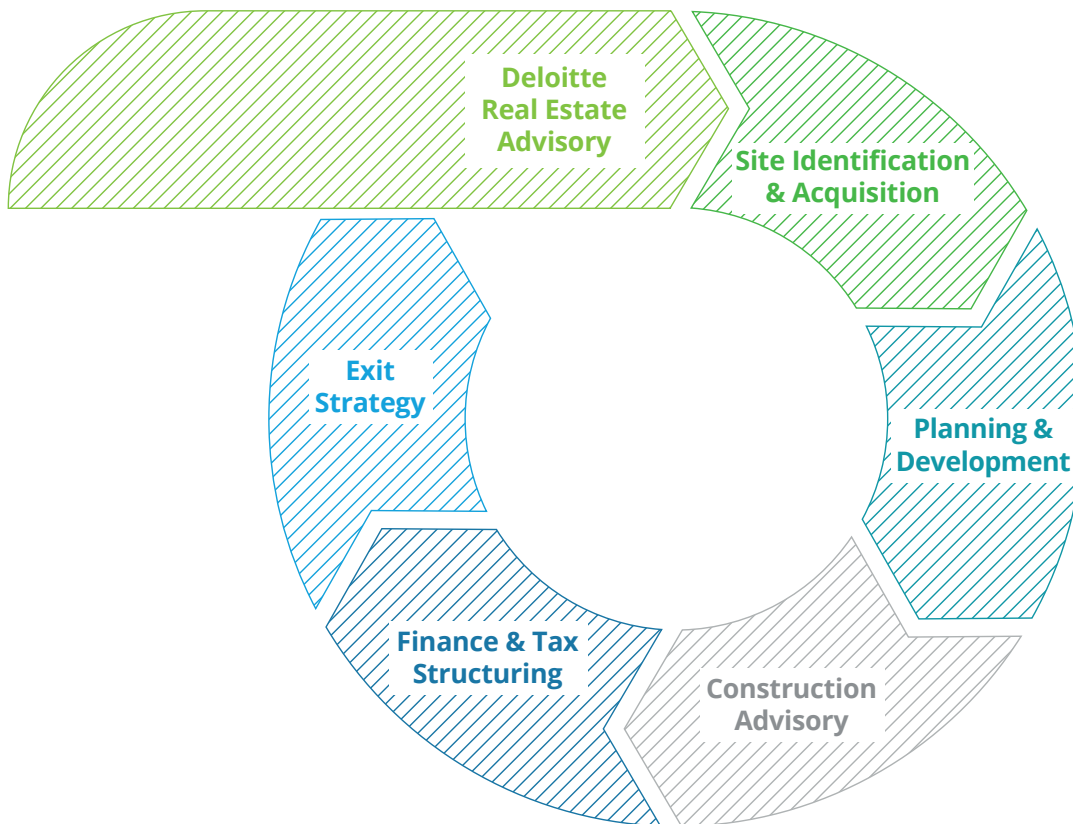


**Deloitte Real
Estate Advisory**



Deloitte Real Estate Advisory

Our Real Estate Advisory team can provide you with strategic support at all stages throughout the property development life cycle. By combining property expertise and business advisory skills, we apply in-depth insight drawn from our understanding of all industries and sectors into one integrated solution.



How we can support you

We help you take a strategic approach to property, advise to create value and look at all options independently. Our unparalleled insight means we can help you navigate the complexities of the real estate market and build value through property.



Planning & Development Advisory

- Planning Appraisals
- Planning Applications
- Development Strategy & Feasibility Analysis
- Design Team Lead Consultancy
- Client Representation



Construction Cost Advisory

- Financial Monitoring
- Programme Monitoring
- Value Engineering
- Pre-Tender Due Diligence
- Procurement Advisory
- Building Information Modelling ("BIM")



Corporate Real Estate Advisory

- Acquisition & Disposal Due Diligence
- Acquisition & Disposal Project Management
- Corporate Occupier Advisory
- Valuation Assurance
- Development Modelling





How we are different

Our strength and depth of expertise allows us to guide clients through the decision-making process, regardless of whether property is their core business or not. We provide in-depth market intelligence to drive property strategies from project inception through delivery, asset management and disposal, with our focus on ensuring value is maximised.



1.

Full multi-disciplinary team

We bring a full multi-disciplinary team to a real estate project as required in order to ensure both efficiency and total confidentiality in project delivery - on time, and on budget. Our core Real Estate advisory team is supported by Tax and VAT Advisory, Debt & Capital Advisory and consultancy divisions, to service every aspect of your property portfolio requirements.



2.

Independent advice

Our Real Estate team provide truly independent advice. Our core service is to serve our clients requirements. As we are not driven by a disposal process, we look at all options independently to find the optimal solution.



3.

Unrivalled experience

We have unrivalled credentials in the market place on some of the largest development land schemes in Dublin and the surrounding areas.



4.

Leaders in technology

We are leaders in the use of technology on real estate projects using Building Information Modelling ("BIM") technology and Drone Technology where possible on development advisory projects in order to maximise attention to detail and maximise development value.



5.

Global reach

We have a truly global office reach and regularly collaborate with our Real Estate colleagues in Deloitte offices across multiple jurisdictions.

Our experience

We have worked on some of the most significant development lands sites in Dublin City and the surrounding commuter belt and led design teams in taking lands through both master planning and detailed planning processes while also managing subsequent disposal processes and maximising returns.

Our team of experienced professionals includes:



Chartered
Surveyors
(Valuation
Assurance)



Quantity
Surveyors



Asset
Management
Surveyors



Chartered
Town Planner



Project
Managers



Chartered
Accountants



Financing
Specialists



Infrastructure
Advisors

Our experience

City Blocks 3 and 9, North Docklands, Dublin 1

Type of Project:

Two high profile development land sites for which Deloitte master planned and undertook a successful detailed planning application process with Dublin City Council. Deloitte achieved planning for two significant residential schemes and two commercial office schemes in the North Lotts and Grand Canal Dock Strategic Development Zone.

Our Role:

- Project management of day-to-day operations and stakeholder liaison
- Feasibility analysis and business case
- Policy and public procurement protocols
- professional design team management - planning stage
- Successful secured viable and attractive planning permissions
- Management of the disposal process for both sites
- Management of a site investigation, demolition and clearance works programme
- Management and delivery of development programme.

Result:

767 residential units

718,740 sq. ft. of commercial office space

Combined realisations in excess of **€290million**

Defining elements of the project:

Both City Blocks 3 and 9 were key development land blocks in the North Docklands and the procurement of planning permissions across both sites were key milestones in helping NAMA fulfill their target of facilitating commercial and residential development in the wider Docklands area. In particular the granting of planning permissions across both sites brought coherence, direction and drive to the regeneration of the area, and goes a long way towards transforming what was a derelict area of the Docklands.

Our experience

Former Irish Glass Bottle and Fabrizia Developments Sites

Type of Project:

The former Irish Glass Bottle and Fabrizia Developments Sites ("IGB Lands") is a high profile 35 acre brownfield development land bank located in Ringsend, Dublin 4. It is a site of strategic national importance for the delivery of residential accommodation in central Dublin.

Deloitte were engaged as receivers over the land bank by the National Asset Management Agency ("NAMA") and subsequently led the scheme through the planning process and master plan the site services and infrastructure provision, to ready the site for the procurement of a development partner by NAMA.

Our Role:

- Management of day-to-day operations of the project and key stakeholders;
- Feasibility analysis and business case appraisal;
- Procure a design team for the preparation of a master plan;
- Project manage a process to inform Dublin City Council's preparation of the Poolbeg West SDZ Scheme;
- Management of the professional design teams during the master planning phase and the subsequent oral hearing phase of the Poolbeg West SDZ Scheme;

- Management of both the Deloitte team and the wider professional design team during the detailed design phase for the preparation and submission of a planning application for the delivery of site services, infrastructure and first phase public realm.

Result:

Secured planning for in excess of **3,500 units**

Up to **one million square feet** of commercial space
Site to incorporate school sites and community areas

Defining elements of the project:

The IGB Lands is a site of strategic national importance for the delivery of large scale residential accommodation (in excess of 3,500 units) and the granting of the Poolbeg West SDZ scheme and the submission of a planning application for the delivery of site services, infrastructure and public realm were significant achievements and milestones in assisting NAMA and the Government in their dual mandates of accelerating the development at the IGB Lands while also ensuring that value is protected for the taxpayer.

Get in touch

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At Deloitte, we make an impact that matters for our clients, our people, our profession, and in the wider society by delivering the solutions and insights they need to address their most complex business challenges. As the largest global professional services and consulting network, with approximately 286,000 professionals in more than 150 countries, we bring world-class capabilities and high-quality services to our clients. In Ireland, Deloitte has nearly 3,000 people providing audit, tax, consulting, and corporate finance services to public and private clients spanning multiple industries. Our people have the leadership capabilities, experience and insight to collaborate with clients so they can move forward with confidence.

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