

Real Estate Valuation and Advisory



How to Value Real Estate? Objectively. Precisely. Deloitte.

Volatile economic environment often resets rules of the game. Timely and effective response is the competence of the Expert to navigate your way to success.

Why Deloitte?

1. Unique skills and experience
2. Market leader in financial modeling
3. Close collaboration with major credit institutions

Tailored solutions for challenging projects

We offer

- Valuation services (Federal Valuation Standards, IVS, RICS)
- Highest and best use analyses
- Feasibility studies
- Express analyses of property portfolios
- Investment advisory
- Targeted market research

Our clients

- Investment funds
- Domestic and international banks
- Developers and property management companies
- International retailers and hotel operators

Key advantages

1. In-depth understanding of the market and unique professional background including development of valuation methodology
2. Comprehensive set of financial modeling tools for development projects and operating properties
3. Long-standing relations with major financial institutions ensure effective communication in the fund raising process

We are equipped to help you in large-scale and challenging projects

- Valuation and value analysis of large portfolios of commercial, industrial and residential properties
- Analysis of large multi-functional development concepts
- Valuation for obtaining debt financing from major banks
- Integrated solutions – full range of services on value analysis, due diligence and transaction support.

Only the Expert can determine what an asset is worth today and what it will bring tomorrow. Our approach ensures accurate projections to keep you a step ahead of competitors.



Alexei Voronkin

Partner

Head of Real Estate Valuation & Advisory

Moscow State University, Faculty of Mechanics and Mathematics

15 years in corporate finance, 12 at Big 4, with Deloitte since 2002.

Phone: +7 (495) 580 97 12

avoronkin@deloitte.ru



Andrey Petrov

Senior Manager

Valuation for Debt Financing and Financial Reporting

Moscow State Institute of Electronics and Mathematics

12 years in real estate (including major banks), 10 in Deloitte.

Phone: +7 (495) 580 98 23

apetrov@deloitte.ru

Deloitte refers to one or more of Deloitte Touche Tohmatsu Limited, a UK private company limited by guarantee (“DTTL”), its network of member firms, and their related entities. DTTL and each of its member firms are legally separate and independent entities. DTTL (also referred to as “Deloitte Global”) does not provide services to clients. Please see www.deloitte.com/about for a more detailed description of DTTL and its member firms. Please see www.deloitte.com/ru/about for a detailed description of the legal structure of Deloitte CIS

Deloitte provides audit, tax, consulting, and financial advisory services to public and private clients spanning multiple industries. With a globally connected network of member firms in more than 150 countries and territories, Deloitte brings world-class capabilities and high-quality service to clients, delivering the insights they need to address their most complex business challenges. Deloitte’s more than 200,000 professionals are committed to becoming the standard of excellence.

This communication contains general information only, and none of Deloitte Touche Tohmatsu Limited, its member firms, or their related entities (collectively, the “Deloitte Network”) is, by means of this communication, rendering professional advice or services. No entity in the Deloitte network shall be responsible for any loss whatsoever sustained by any person who relies on this communication.