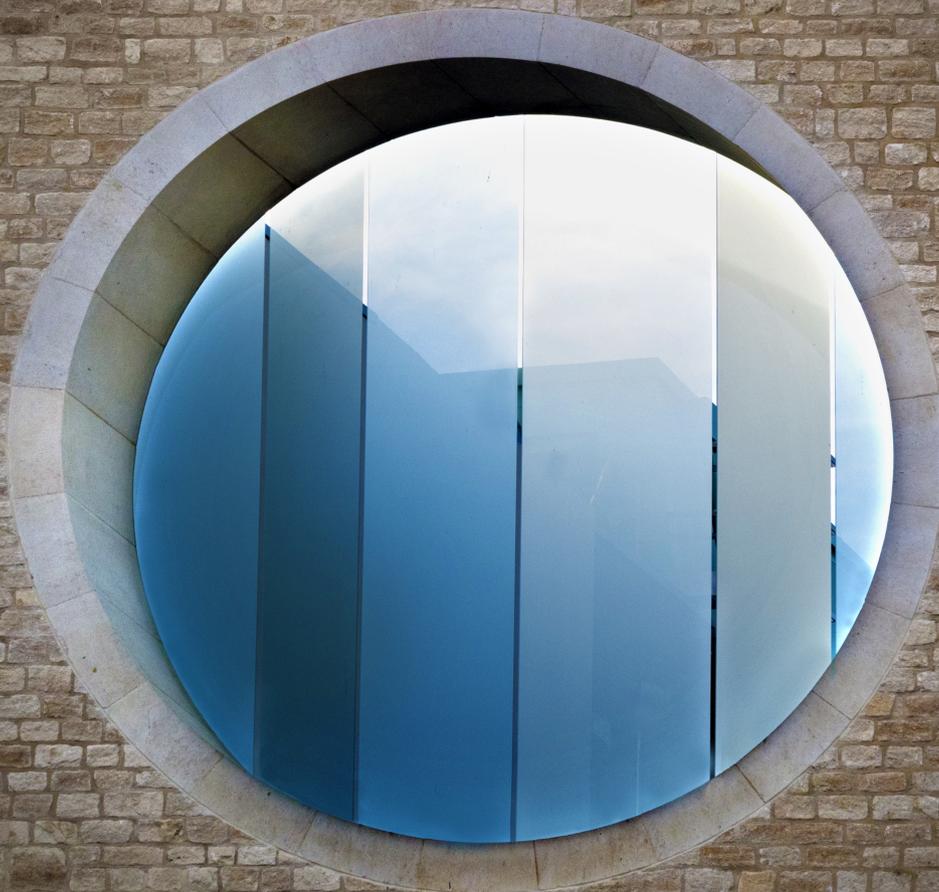


**Deloitte.**  
Private



**Family Office Real Estate**

Achieving ambition. Managing risk.  
Leaving a rich legacy



# Building strong foundations



Real estate has long been an important element of a balanced investment portfolio and one of the best vehicles for preserving wealth for future generations – and with good reason.

The combination of relative stability and strong returns over the medium to long term make it ideal for portfolio diversification and mitigating the volatility on other asset classes. At the same time the association with tangible, sometimes well-known assets, make it an attractive and more readily understandable option for family members as well as the family office than other purely financial investments.

But real estate is also an intensely competitive field where local knowledge and strong relationships with key gatekeepers are essential if you are to access and engage with the best opportunities. Developments in financing, including Shariah compliance, and evolving tax and inheritance requirements mean that acquiring and divesting property, developing land and managing leases is more complex and more requiring of expert advice than ever before.





# Strong foundations



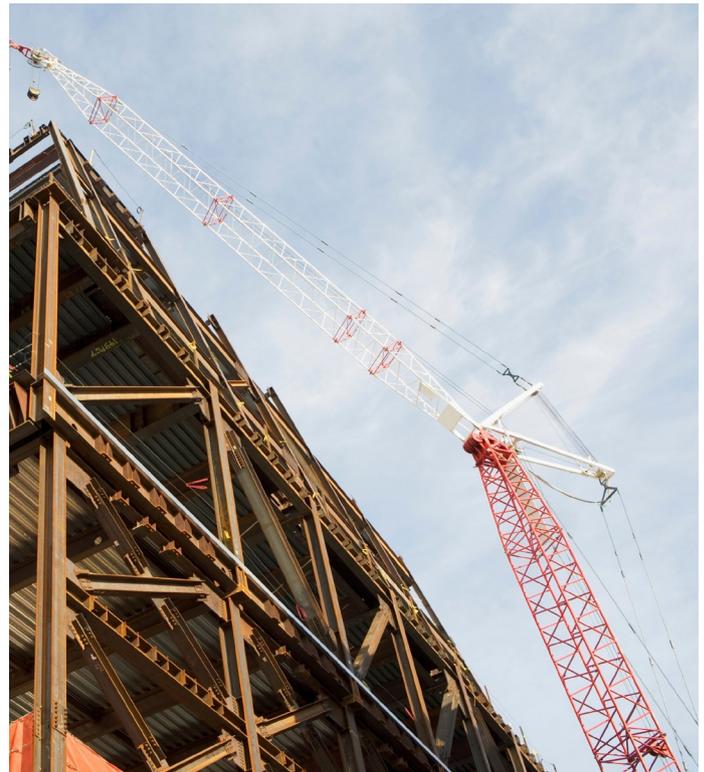
Investing in real estate – whether that’s acquiring interests in development projects, buying properties for commercial or residential letting, or creating a hotel portfolio – is challenging even in familiar surroundings. It requires expertise across a number of fields. And when it comes to investment in new markets, working with partners and trusted advisors with local knowledge and international reach is even more important.

At Deloitte, we understand how families work and the importance of long-term relationships. With extensive experience in the UK and European real estate market, we have broad market reach and work very closely with our local offices in the jurisdictions where our clients’ capital originates.

Our Family Office Real Estate team brings together specialists in financing, real estate tax, investment and private clients to deliver a fully integrated service that enables you to identify, access and capitalise on the right opportunities for your family.

We can help you to address a wide range of areas, including:

- Transaction execution
- Financial and tax due diligence
- Real estate tax structuring advice
- Inheritance tax advice
- Family trusts
- Accessing and structuring finance
- Refinancing an existing portfolio
- Shariah compliant financing
- Investing in global real estate funds

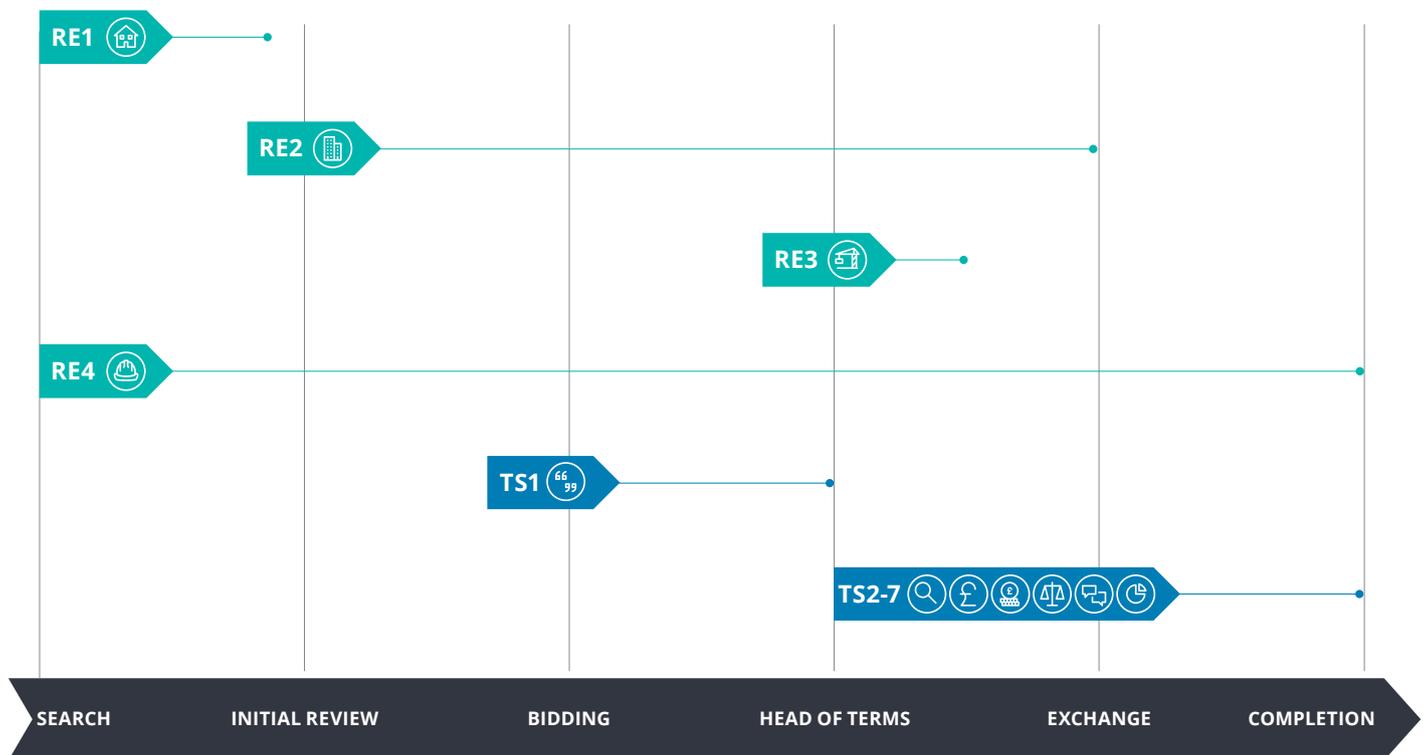


# Support throughout the acquisition lifecycle



Real estate transactions are the most pressured and complex aspect of real estate investment, offering both the greatest opportunities to get things right and lock in value, and also the greatest risks to long-term success. We can help you throughout the transaction lifecycle, helping you to fully understand the risks and opportunities, and to make the right decisions.

## Acquisition timeline



## Real Estate (RE)



### RE1

**Property investment solutions:** Accessing real estate opportunities for our clients, including direct investment, joint ventures, and development/asset managers through our extensive networks.



### RE2

**Commercial due diligence:** Using tenant, market and building analysis to advise on the appropriateness of a particular opportunity from the perspective of location, pricing, market supply and demand dynamics.



### RE3

**Construction and services due diligence:** Advising on the risks and costs likely to be incurred during ownership.



### RE4

**Project management of the process:** Leading and coordinating the team of professional advisors so that our clients can make the decisions that matter.

## Transaction Support (TS)



### TS1

**Pre-bid support:** Tax advice to support a competitive bid, including consideration of:

- the potential to mitigate transaction/transfer taxes
- the likely validity of any tax losses carried forward; and
- any inherent tax liabilities that would be inherited on acquisition.

Following a successful bid, we can advise on the Heads of Terms to lock in favourable tax attributes in the purchaser's favour.

## When buying the PropCo



### TS2

**Financial due diligence:** Financial due diligence to understand the assets and liabilities in the target entities.



### TS3

**Review of Sale & Purchase Agreement from a financial perspective:** With due diligence conclusions, review and input into accounting policies to agree the purchase price mechanism.



### TS4

**Tax due diligence:** Full tax due diligence to identify and quantify tax risks to be inherited on an entity acquisition, including understanding the tax position of the asset.



### TS5

**Review of SPA from a tax perspective:** Review and input into the SPA from a tax perspective, including review of warranties and indemnities to ensure adequate protection for risks identified as part of due diligence.



### TS6

**Tax structuring advice:** Tax advice on the acquisition and holding structure, including choice of holding jurisdiction. Advice on the financing structure, including flows of equity, shareholder debt and third-party debt financing.



### TS7

**Capital allowances (Tax relief for capital expenditure):** Upfront insight into the risks and opportunities at the due diligence stage, and advice on how to preserve and unlock previously unidentified tax relief.

# Our Family Office Real Estate team



Deloitte has a strong focus on real estate with over 1,000 professionals who specialise in the real estate market. We provide a unique range of services, from strategic advice on entering the market through to structuring a purchase, executing the transaction and managing investment to optimising returns.



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# Notes

# Notes



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