

**Deloitte.**  
Real Estate



**Where Business Meets  
Real Estate**

# Why Deloitte



## HIGHLY EXPERIENCED TEAM

- Deloitte Real Estate offer a highly experienced team in delivering successful engagements which require a deep understanding of real estate and business processes, data and integration.
- We understand the intricacies and sensitivities of business processes and governance and are well versed in working with clients to navigate tight timetables.
- Our team has successfully worked on some of the largest Real Estate transformation, transaction and assurance projects across the market, delivering with consistency, stability and efficiency.



## UNMATCHED DEPTH OF TECHNICAL EXPERTISE

- Deloitte Real Estate offers you an unmatched breadth of expertise across the core areas of Real Estate, Property and Facilities Management, Technology, Audit Advisory and Real Estate Tax.
- When our knowledge of a wide range of all aspects of the Real Estate ecosystem is combined with our wider subject matter expertise, we can provide the full range of skills needed to develop, and execute the strategies that allow clients to deliver against their key financial and operational objectives.



## MARKET-LEADING EXPERIENCE

- Deloitte Real Estate has extensive experience in providing client advice and support in identifying, creating and delivering value, navigating risks and executing capital projects.
- We have the experience and depth of resource to hit the ground from day one, establishing what processes and approach will work best to support our clients.



## GLOBAL AND LOCAL PERSPECTIVE

- We can offer a team that blends our 240 strong UK real estate expertise with knowledge provided from our EMEA and US teams which offers a global and local perspective on our engagement.



## INDEPENDENT ADVICE IN COLLABORATION WITH OTHER REAL ESTATE PARTNERS

- We have a demonstrable track record of collaborating with all the leading brokers in the market and leverage our experience to deliver the best outcomes for the client.
- Our commercial model, which is not driven by any brokerage fees, ensures we are independent and objective, focused only on the business outcomes that matter to the client.

# Our Clients

Through our extensive experience, we have helped a wide range of clients.

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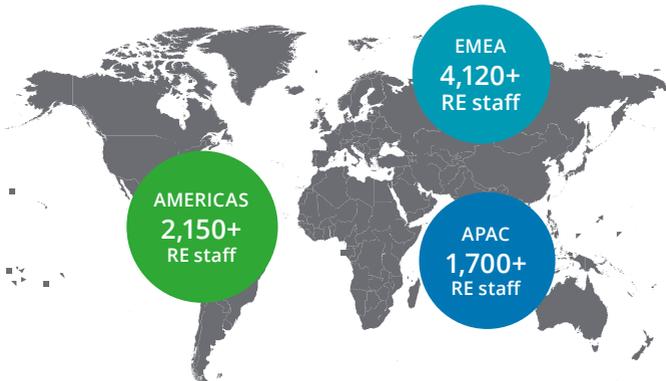
 Client	 Engagement description
<b>Major regeneration at Euston Station</b>	We were appointed as lead property advisor to examine the viability of the commercial and residential development plans, working with both HS2 and Network Rail to draw up proposals for the delivery of the new HS2 terminal.
<b>MOD: Ministry of Defence</b>	We created a bespoke business case outlining the strategic accommodation options. Implementation profiles and detailed cost analysis on how the supply of accommodation could meet changing demand over the next 25 years.
<b>Palace of Westminster</b>	We did an independent options appraisal to assess the scale of the challenge to restore and renew the Palace of Westminster, setting out a range of scenarios, costs, timescales, risks and benefits.
<b>National Grid</b>	We provided planning, property, commercial and tax advice on the structure of the JV between National Grid and Berkeley Group, which included financial modelling, land value assessments, research into alternative structures and scenarios which were comprehensively undertaken to allow a positive recommendation.
<b>Transforming the Manchester Skyline</b>	Deloitte were instrumental in the regeneration of Manchester, delivering planning permission for strategic developments across the city. Between 2016 & 2017 we obtained permission for 8,338 units and were involved with 71% of major schemes consented in the city centre.
<b>Corby residential development site sale</b>	Strategic advice and hands-on support to the administrators was provided to help them stabilize operations, preserve and enhance the value of the site and ultimately deliver a sale to a third party developer.
<b>Valuation, Assurance &amp; Professional Advisory</b>	We provide valuation and business rates advice, opinions, assurance and advocacy/ negotiation services across the full spectrum of property types. We have supported numerous M&A transactions, delivered the UK's largest single asset student accommodation sale (Aston Student Village), advised on ambitious expansion plans (such as for Larkfleet Homes) & worked alongside our Audit teams in connection with all major real estate references.
<b>Transforming W12</b>	Provided cost estimates for the masterplan scheme, ensured the cost of the design was aligned with the budget and advised on the tax structuring and capital allowances for the scheme.
<b>Developing a London campus for UBS</b>	PMO for the rationalisation of seven buildings into a new HQ. Technology integration in to the real estate construction & oversight of key work streams, which included constructions, IT, FM, workforce planning, work space, migration, change management and building decommissioning.
<b>Regenerating Olympia London</b>	We provided financial, commercial & tax due diligence to Deutsche Finance International (DFI) & Yoo Capital (YC) in the acquisition of Olympia London.

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# What we offer



International network of Real Estate Transformation professionals, providing global footprint and reach with local relationships and contacts



# Our Team



**Philip Parnell**  
Partner,  
Deloitte Real Estate  
Valuations, UK

Philip leads Deloitte's UK Real Estate Valuation business and is a member of its cross-border EMEA valuation team. He has over 20 years of real estate experience, advising clients in respect of both traditional valuation and appraisal situations including financial reporting, loan advisory and acquisition due diligence as well as participating in multi-disciplinary teams delivering wide ranging business advisory services – notably to the Financial Services sector in connection with major restructuring, assurance and M&A activities.

Philip has overseen a period of considerable evolution in the delivery of valuation advice. In addition to providing opinions of value, he and his team bring a wealth of specialist insight to broader business challenges, working seamlessly alongside colleagues from across Deloitte's service offer. Such situations range from providing transaction advice on loan portfolios, identifying key real estate risks within an occupied or investment portfolios subject to a corporate transaction, supporting statutory Audit teams in reviewing the robustness of valuations and complementing strategic advice concerning valuation processes and controls within a Risk Advisory context. The approach is one which places the challenges of clients at the centre.

Philip has also played a significant role in raising awareness of the impact of Sustainability issues on the Valuation profession and values being reported; chairing and participating in working groups for bodies such as RICS and the Investment Property Forum.



**Edwin Bray**  
Partner,  
Deloitte Real Estate  
Financial Advisory, UK

Edwin is a Partner within our Financial Advisory Real Estate business with over 25 years' commercial property experience. He leads the Valuation and Assurance teams across the UK regional network and frequently works with colleagues in the US and EMEA. Edwin has been involved with a wide range of due diligence and assurance roles and his clients are spread across the private and public sectors.

Edwin is an active member of the IPF, a Chartered Surveyor, Registered Valuer and associate member of the IRRV. He has authored the annual Birmingham Crane Survey for the last four years, is a respected speaker on commercial property markets and has been interviewed on national and local TV and radio.



**Andrew Carey**  
Partner,  
Deloitte Real Estate  
Technology, UK

Andrew is the Lead Partner for Real Estate Technology in Deloitte UK. He has 25 years' deep expertise advising 'blue chip' clients across Europe, the US and Middle East.

Andrew's career is founded on leading transformational programmes involving Real Estate technology, organisational change and business process improvement from initial concept through to successful implementation. He is highly experienced in assisting management teams with the alignment of business strategy to operational execution, and has served as a trusted business advisor with regard to delivering complex and leading edge real estate technology solutions internationally.

Andrew has a market leading reputation for his thought leadership around strategic technology solutions and operational improvements to owners, operators, occupiers and investors in real estate.

# Our Services

Our Real Estate Consulting, Planning & Development, Capital Projects Advisory and Valuation, Assurance and Professional Advisory practices offer a broad spectrum of services



## Benefits of working with Deloitte

- We deliver consistency, stability and efficiency to the project. We have outstanding project, real estate and facilities management expertise and exceptional technical skillsets.
- Deloitte Real Estate offers an unmatched breadth of expertise across the core areas of Real Estate Fund/Asset/Property Management alongside Capital Project/Programme Management and Development.
- We have deep technical expertise in delivering real estate and other technology systems and can bring this extensive of knowledge to your project.
- We offer a team that blends our local knowledge from our UK practice with our EMEA, US and AsiaPac colleagues to provide a global and local perspective on our engagements.

# Deloitte.

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