

Real Estate RE-balanced From bricks to business

Are you aware of the real estate opportunities lying in your real estate portfolio? Can you unlock real estate value from your bricks and mortar? Is your real estate aligned with your business objectives? Can it play a role in optimizing your CAPEX, improving your flexibility and minimizing your liabilities?



Align real estate to business objectives

Real estate is a long term asset class which is more capital intensive than most other corporate assets.

We believe that you need to mobilize your static bricks in the face of today's uncertain markets, supporting your business goals and providing you flexibility and cash opportunities.

Our international expertise and knowledge of local real estate markets guarantee that you are able to free up to 15% of your real estate costs by challenging leases, ownership, facility management and operating models. Our out-of-the-box thinking helped Heineken, ING SREM, Arcelor, and DSM to identify hidden real estate opportunities and refocus on core activities.

What is Real estate RE-balanced?

It's a new way of looking at your corporate real estate, not as a necessary expense but as a contributor to business. Real estate is not only about costs but also about cash opportunities.

Working together, we gain insight in your portfolio in terms of core, non-core and surplus assets, enabling you to take the right strategic real estate decisions for your business. We provide you cost optimization opportunities in terms of re-negotiation of lease agreements.

We analyse your facility management, evaluating if it is supporting your properties in the most effective manner and checking if bundling and outsourcing are viable options.

We scan your real estate operation model to check if it is a barrier or enabler to efficiency.

Our Approach

Based on extensive experience with corporates we have developed a corporate real estate framework with which we are able to challenge your portfolio and operation model in 2 to 3 weeks. Together we determine your

real estate value adding principles in order to categorize your portfolio and address solutions like, straight sale, sale & leasebacks, redevelopment, re-finance and tax structuring.

We will hold stakeholder interviews, assess contractual agreements, benchmark your real estate to best practices and provide you with the implementation roadmap for execution.

Why Deloitte

To support your initiative, Deloitte Real Estate RE-balanced is the right choice, as we integrate strategic, financial, real estate advisory solutions to assist our clients in maximizing their performances. We uniquely draw additional skills and experience from other Deloitte service areas, such as Tax, Finance and IT. With our international presence we bring you world class capabilities and deep local real estate expertise to help you reach your business objectives.

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