



Real Estate Advisory

Building sustainable value together
Offices | Hotels | Retail | Residential | Facilities

Real Estate Advisory (REA) : a key player in France



50
professionnels



200
projects per year



50mds€
total project value per year

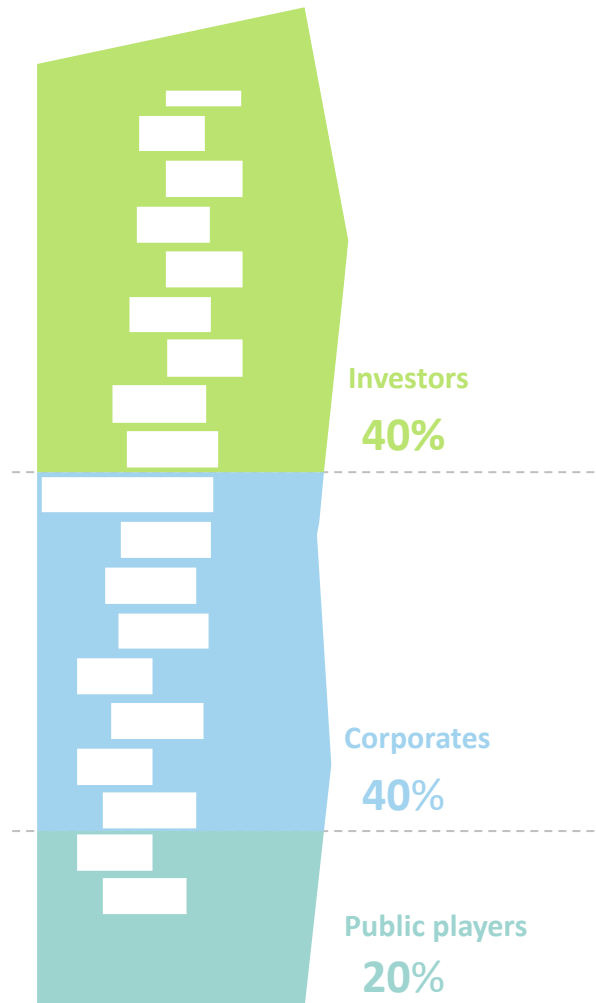


30
transactions per year

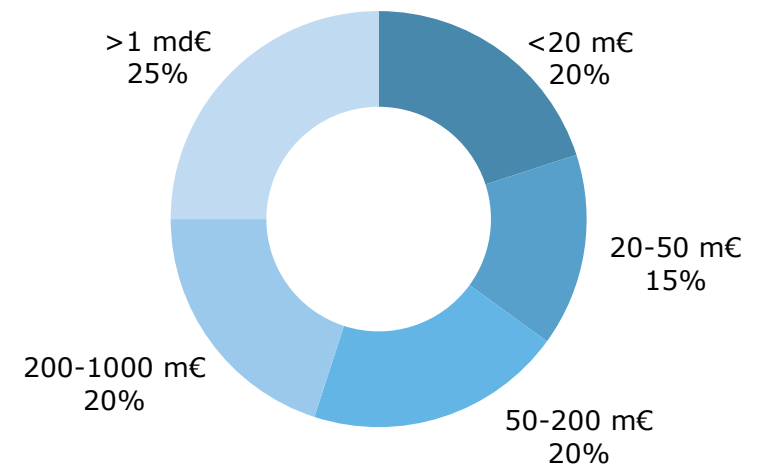
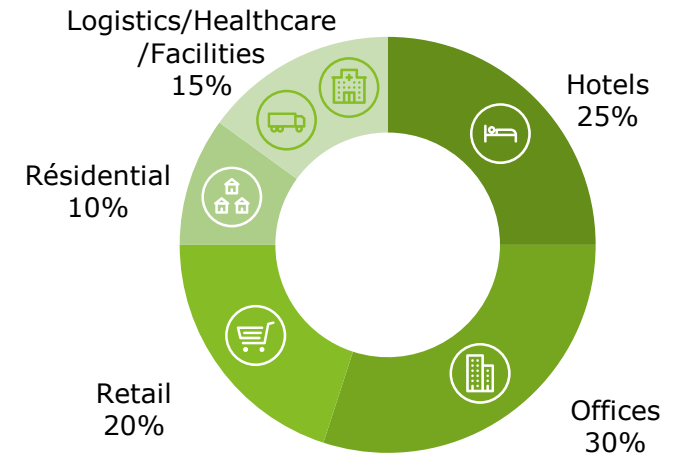


900
valuations per year

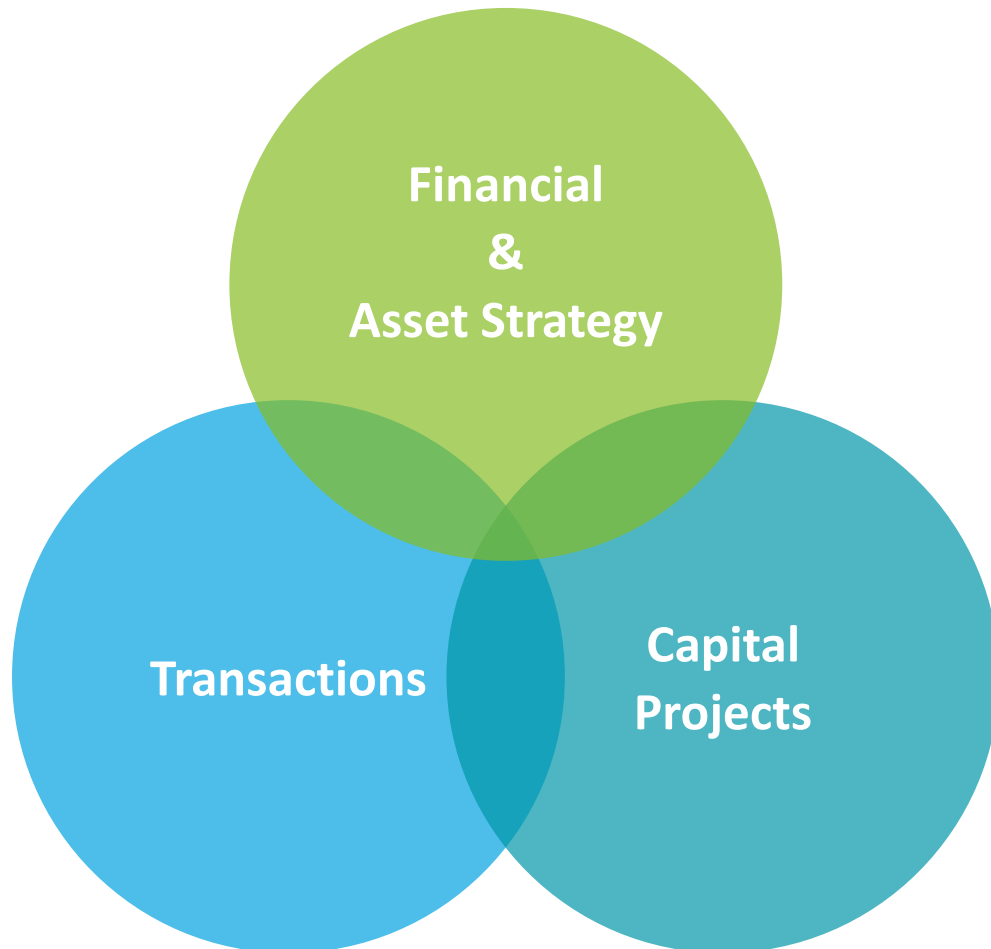
Client base



Project Sectors and Sizes



Our areas of expertise



Financial & Asset Strategy issues :

Determining and Optimising the capital, the financing, a portfolio of assets, the costs, the financial performance, redefining the strategy

Enjeux Gestion de projets immobiliers :

Providing support, Optimising and Securing the achievement of a real estate investment project or a development

Enjeux Transaction :

Identifying opportunities, Offering support and Securing the transaction, Optimising the value

A complementary offer to meet all your needs



Transaction
Services /
Due Diligence



Real Estate &
Hotels M&A



Debt & Capital
Advisory



Valuation



Asset Advisory



Territories



Corporate Real
Estate Advisory



Project
Monitoring



Sustainable
Real Estate / ESG



Due Diligence
Technique

Deloitte, worldwide leader in professional services

Deloitte in France and worldwide

Worldwide Leader in professional services

415 000 professionals

59,3 Mds of revenues in 2019

725 offices in more than 150 countries



Leader in professional services in **France**

7 700 professionals

1 039 M of revenues in 2022

17 Deloitte offices in France

Nos métiers au service de nos clients



Audit

Ensuring the reliability of the financial information



Risk Advisory

Providing support and guidance in the identification, the prevention and the reduction of risk



Financial Advisory

Providing support and guidance to companies in its financial operations and arrangements



Consulting

Providing support and guidance to organisations in their transformation projects and in their pursuit of high performance



Tax & Legal

Providing guidance and support to organisations with tax and legal advisory

A team of technically committed Men and Women



We attend every work group of the ANC (CNC), of the CNCC that deal with technical topics which may impact the real estate industry.



Our associates are members of several professional organisations, in particular several members of the RICS, an active involvement in the reporting & accounting committees of the EPRA and of the NREV, plus training and teaching activities within the ADI, the ORIE, the RICS or La Sorbonne

Professional organizations

- Autorité des Normes comptables (ANC)
- Compagnie Nationales des Commissaires aux Comptes (CNCC)
- European Financial Reporting Advisory Group (EFRAG)
- International Financial Reporting Standards Interpretations Committee (IFRIC)
- International Valuation Standards Council (IVSC)

Associations

- Association des Directeurs Immobiliers (ADI)
- Association des Responsables de l'Environnement de Travail (ARSEG)
- European Association for investors in non-listed real estate funds (INREV)
- European Public Real Estate Association (EPRA)
- Observatoire Régional de l'Immobilier d'Entreprise (ORIE)
- Royal Institution of Chartered Surveyors (RICS)
- Urban Land Institute (ULI)



A contribution to reflections on Real Estate & Hospitality markets



More studies on the real estate market are available on [our website](#)

A multidisciplinary, experienced and independent team to Build sustainable value together



Independence and Confidentiality

Deloitte REA is **neither a bank, nor a broker.**

Thanks to its size compared to other players of the sector, Deloitte is able to match your expectations independently



The broadest service offer

With **10 business lines** dedicated to real estate and to hospitality, Deloitte REA has the widest market range of services enabling it to meet all the needs of the sector's investors, users and operators



The expertise and experience of its staff

At Deloitte in France, **250 professionals** are dedicated to the economic sectors they are passionate about: Real Estate and Hotels. They have accumulated an experience and an expertise appreciated by our clients



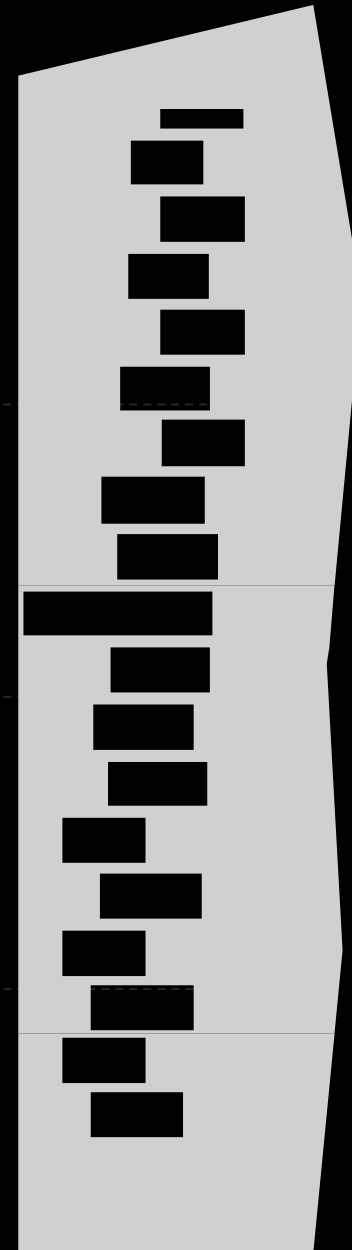
Local and International Network

An international network of **8,500 professionals**, that allows us to undertake the largest projects and also to ensure a dense territorial network locally



A sustainable support

Deloitte REA places **ESG considerations** at the heart of its convictions, in order to build a sustainable and responsible real estate, by adopting a support that respects environmental and social standards



Your key contacts in our Real Estate Advisory Team



Pascal Souchon

Associé

+33 6 76 93 88 10

psouchon@deloitte.fr

- ✓ Partner in charge of the Real Estate Advisory team, whose creation and strong development he has accompanied for nearly 20 years
- ✓ 30 years of professional experience
- ✓ Management of 30 transactions per year
- ✓ Advice on financing (debt or equity)
- ✓ Review and adaptation of real estate strategy and management
- ✓ Real estate valuations



Christian Gillet

Principal

+33 6 08 50 37 81

cgillet@deloitte.fr

- ✓ Advice to infrastructure operator (ATMB)
- ✓ Disposal of assets in a "special business" context
- ✓ Review of major investment projects
- ✓ Strategy consulting
- ✓ Disposal of real estate assets
- ✓ Real estate appraisals and evaluation of development operations and real estate portfolios
- ✓ Advice to social housing operators



Armel Ract-Madoux

Associé

+33 6 25 21 67 74

aractmadoux@deloitte.fr

- ✓ Project Management Assistance
- ✓ Consulting / Technical audit / Master plan
- ✓ Management of multidisciplinary teams
- ✓ Strategy and business development
- ✓ Management of real estate and infrastructure projects
- ✓ Management of works



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In France, Deloitte mobilizes a diversified set of skills to meet the challenges of its clients, of all sizes and in all sectors - from large multinational companies to local micro-businesses and medium-sized companies. With the expertise of its 10,300 employees and partners, Deloitte in France is a leading player in audit, risk advisory, consulting, financial advisory, legal & tax, and public accounting, with a multidisciplinary offering and action principles in line with the demands of our environment.