



Real estate in  
the Middle East  
Local knowledge,  
global experience

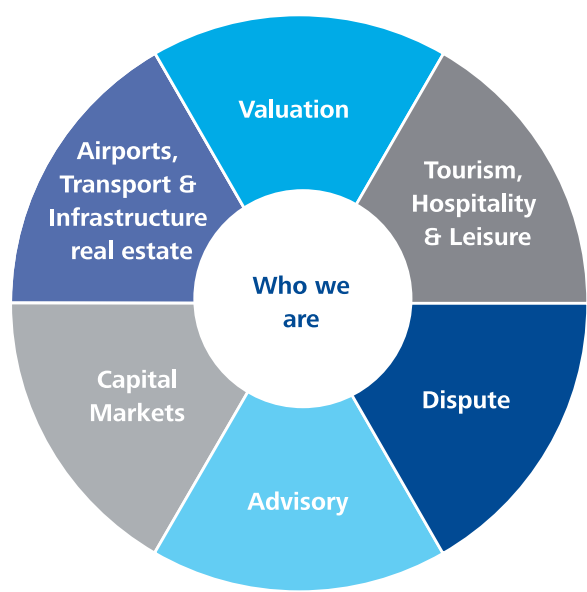


# What we do

We work with our clients to help them deliver results by advising on real estate. Our regional team has delivered projects across the Gulf Cooperation Council (“GCC”) markets and the wider Middle East North Africa (“MENA”) region.

# Who are we

Our team comprises dedicated real estate market experts. We are Chartered Surveyors who are recognised by our clients as market leaders.



**Valuation**

Valuation of office, retail, residential, industrial, hospitality, education and healthcare assets in accordance with RICS Valuation-Professional Standards (the ‘Red Book’)

**Tourism, Hospitality and Leisure**

Provision of hospitality market and financial due diligence, highest and best use analysis, operator selection and development advice for entertainment and leisure projects

**Dispute**

In dispute situations our professionals can assist throughout the process and have experience in providing ‘Expert Witness’ services

**Advisory**

Provision of market and financial due diligence, financial feasibilities, highest and best use analysis, investment strategies and development advice

**Capital Markets**

Acquisition and disposal advice in relation to income producing assets across the MENA and global markets

**Airports, Transport and Infrastructure real estate**

Dedicated specialists with deep industry insight providing a broad range of services for specialised assets including strategy, advisory, valuation and commercial due diligence



# Valuation

We undertake Valuations of real estate assets in accordance with RICS Valuation – Professional Standards (the ‘Red Book’)



Types of Valuation we undertake

- |   |  |   |   |
|---|--|---|---|
| <ul style="list-style-type: none"><li>• Investor advisory<ul style="list-style-type: none"><li>- Vendor due diligence</li><li>- M&amp;A bid support</li><li>- Strategy review</li><li>- Options appraisal</li><li>- ‘Marriage’ or ‘divorce’ value</li></ul></li></ul> | <ul style="list-style-type: none"><li>• Lender advisory<ul style="list-style-type: none"><li>- Purchasor due diligence</li><li>- Loan review</li><li>- Refinancing</li><li>- ‘Recovery’ advice</li></ul></li></ul> | <ul style="list-style-type: none"><li>• Regulatory and administrative<ul style="list-style-type: none"><li>- Loan security</li><li>- Fund administration</li><li>- Portfolio valuation</li><li>- Accounts</li><li>- Audit support</li></ul></li></ul> | <ul style="list-style-type: none"><li>• Contentious<ul style="list-style-type: none"><li>- Dispute resolution</li><li>- Expert witness</li><li>- Negligence</li></ul></li></ul> |
|---|--|---|---|



Our Valuations are undertaken by Chartered Surveyors (“RICS”) Registered Valuers.

We provide Valuations of real estate assets as due diligence for investment decisions, loan security, regulatory purposes and contentious circumstances, including expert witness services.



# Tourism, Hospitality and Leisure (THL)

Our team are experts in hotel operator selection, management agreement negotiation, hospitality market analysis, configuration of entertainment and leisure developments and financial due diligence

- Market due diligence
- Financial and commercial due diligence
- Highest and best use analysis
- Valuations
- Operator solutions
- Hotel Management Agreement (“HMA”) negotiation
- Tourism strategy and investment promotion

Typical clients

- Hotel operators
- Developers
- Corporates
- Investors
- Entrepreneurs and family offices
- Government related entities



# Dispute

We give our clients the insight and understanding they need to strengthen their case

- Expert witness appointments
- UK and MENA Court experience
- Forensic support



- Market due diligence
- Financial and commercial due diligence
- Highest and best use analysis and market advice
- Master plan configuration, phasing and delivery advice
- Retail capacity analysis, tenant mix and configuration advice

- Real estate investment and development strategies
- Portfolio development strategies for clients with significant land holdings
- Development of real estate related to specialised infrastructure (such as airports and ports)
- Urban development and investment strategies

We undertake real estate market and financial feasibility assessments, real estate investment due diligence, real estate investment and development strategies

#### Asset classes

- Retail
- Residential
- Industrial, warehouse and logistics
- Office
- Hospitality



## Capital Markets

- Disposal or acquisition advice in relation to income producing real estate assets across the MENA region and globally
- Working with local offices worldwide to identify investment opportunities for MENA-based clients

#### Capital Markets support for clients includes:

- Asset identification
- Short listing
- Negotiation
- Due diligence
- Structuring
- Tax
- Financing



With a presence in over 170 countries, we have access to both 'on' and 'off' market opportunities

## Airports, Transport & Infrastructure real estate

- Assignments spanning 25 years, in transport and infrastructure real estate
- Comprehensive approach to Transport and Infrastructure real estate advice
- Multidisciplinary team providing integrated services and solutions for airports, ports and rail

#### Types of clients

- Airport owners, operators and investors
- Port operators and investors
- Rail franchise
- Government agencies and regulators

#### Types of engagements

- Commercial strategy
- Airport and port valuation
- Airport viability and feasibility
- Airport and port acquisition due diligence
- Airport and port commercial strategy
- Transport orientated development studies
- Regulatory submissions

With over 25 years of industry experience across the life cycle of infrastructure real estate

## Key contacts

We are members of Deloitte's real estate industry group that brings together teams globally with diverse experience and knowledge to provide customised solutions for clients across the full spectrum of the real estate community.



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