



# Real Estate Services

Financial Advisory



## | About us

At Grant Thornton, our **specialised team** works with national and international property owners, users, and investors to offer **personalised advise** with the sole aim of **adding value to their properties**.

We have a **comprehensive, multidisciplinary approach** to key issues (commercial, financial, legal, fiscal, technical, urban planning, and environmental), with a focus on **real estate expertise** that enables us to make the best strategic and operating decisions, minimise risk, and **ensure success**.

Grant Thornton has an **extensive network of contacts** with investment and divestment opportunities through our **national and international network**.

“We work along the entire value chain of the real estate industry, developing and implementing customised solutions.”

## | Our services

### ◆ Transaction

Asset investment/divestment. From strategy design to implementation and execution, reaching the major players based on their investment profiles.

### ◆ Strategy consulting

Designing the most suitable strategy for the asset or portfolio of assets, in conjunction with the client.

### ◆ Investment Due Diligences

We identify risks in all of the areas involved; commercial, financial, legal, fiscal, technical, urban planning, and environmental.

### ◆ Fund raising, finance & debt advisory

Study and analysis of debt capacity and capital structure advisory. Identification and support in obtaining available sources of financing. Mortgage debt restructuring.

### ◆ Comprehensive management of leased real estate assets -Asset Management-

Proactive management to add value to the property, maximise revenue (rent), and cut costs and risk to a minimum.

### ◆ Legal and tax advisory

Efficient legal and tax structures optimise the value of assets to generate savings in an environment of honesty, legal certainty, and commitment to the client.

### ◆ Valuations

We conduct valuations of companies and investment vehicles in any context.

### ◆ Investment vehicle creation and management

We identify the most suitable investment vehicle according to strategy. Capital markets.

### ◆ SOCIMIs

As a registered advisor, Grant Thornton assists SOCIMIs (Spanish REITs) in the process of incorporation and listing on the MAB, acting as global coordinator and ensuring compliance with regulatory requirements.

### ◆ Cross Border

We coordinate services through our international office network.

## | Products

Offices



Primary residence and second homes



Industrial and Logistics



Retail: commercial premises



Retail: shopping centres



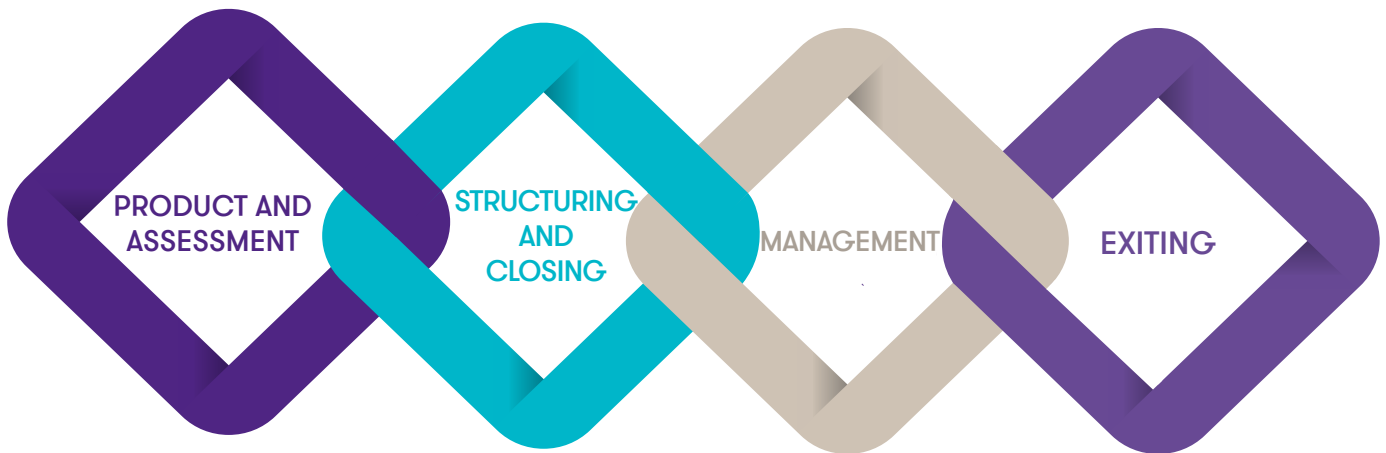
Hotels



Alternative assets



# | We accompany the client throughout the entire real estate process



## PRODUCT AND ASSESSMENT



- **Market expertise, investment opportunities.** As part of its core business, Grant Thornton has a large portfolio of national and international clients with real estate products of varying uses and profiles. We focus on off-market transactions.
- **Strategy analysis and design.** Grant Thornton analyses the asset or portfolio of assets in conjunction with the client, considering the financial vision and regulatory environment.
- Involvement in the different **areas of real estate expertise** (commercial, financial, legal, fiscal, technical, urban planning, and environmental).

## STRUCTURING AND CLOSING



- Seller/Buyer **due diligence** to identify risks, with the involvement of all specialised areas.
- Design of an **efficient legal and tax structure**, identifying the most suitable investment vehicle.
- Identification of the **most competitive funding sources** on the traditional and alternative markets.
- Negotiation, design, and formalisation of the **investment agreement**.

## MANAGEMENT



- **Design and preparation of a business plan** for the asset or portfolio of assets according to the strategy defined jointly with the client and considering all of the specialised areas.
- **Management of the investment vehicle.** Monitoring, accounting, and cash flow.
- **Comprehensive management of the asset** or portfolio of assets during the investment period. Property/asset management. (Strategic, commercial, legal, fiscal, technical, and financial management; valuation advisory, etc.).

## EXITING



- **Dispose of the property.** Analysis to determine the ultimate timing and design of the exit strategy. With the utmost confidentiality, we contact national and international potential investors whose profiles we're fitting with.



**47,000 PEOPLE**

IN MORE THAN 130 COUNTRIES

**730 OFFICES**

**7.8% GROWTH  
IN REVENUES IN 2016**

**2,500 LISTED COMPANIES  
ARE AUDITED BY MEMBER FIRMS**

**70% OF THE FORBES GLOBAL 100  
ARE SERVED BY GRANT THORNTON**

Grant Thornton provide advisory, audit, tax and legal services using insights, experience and instinct to solve complex issues for privately owned, publicly listed and public sector clients

## I Spain

Clients give our service and teams 9 out of 10 for performance

3.500 clients

9 offices



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