



Realizing value in real estate

kpmg.ch/realstate

Real potential amid real-time changes

The real estate industry is packed with potential in today's rapidly changing world, from responsible investing to emerging market growth, and innovative technology solutions to evolving demographics and customer demands.

With our unrivalled global connections, we are here to help you navigate the opportunities, make bold choices, maximize positive returns and expand your financial horizons.

We can make better decisions together.

Global network & local knowledge



Combining in-depth local knowledge with the extensive reach of KPMG's global network, our real estate practice comprises of over 8,500 professionals across 146 countries who draw on experience from diverse backgrounds, including accounting, tax, advisory, banking, regulation and corporate finance, to provide you with informed perspectives and clear solutions throughout the real estate asset and investment lifecycle.

Clients

We service 50 percent of the real estate and construction companies within the Global 2000, and our clients include all segments of the real estate industry:

- Real estate investment and private equity fund management
- Real estate investment trusts
- Institutional investors and advisers, including pension and sovereign wealth funds
- Real estate operating companies
- Real estate service companies
- Lenders and intermediaries
- Real estate developers
- Construction and engineering firms
- Leisure and hospitality companies
- Corporates with significant real estate portfolios

“ COVID-19 has brought much uncertainty, but it has also solidified several ongoing trends: the **digitization of work**; the **transformation of physical retail**; and the **shift towards environmental, social and governance (ESG) considerations**. These trends are expected to have a critical influence on how real estate markets will fare over the coming years. Understanding their longer-term impacts will be key to future success. ”

Andrew Weir

Global Chair, Asset Management and Real Estate,
Regional Senior Partner, Hong Kong (SAR) and Vice Chairman,
KPMG China

KPMG real estate capabilities

Delivering robust insights and practical advice across the real estate asset and investment lifecycle.



Identification & strategy

- Strategy, policy formulation and planning
- Digital strategy and transformation
- Risk analysis and corporate strategy alignment
- Business case development
- Market research
- Fund options analysis



Feasibility & selection

- Feasibility assessment
- Portfolio management and strategy
- Market analysis
- Site selection support
- Financial modelling



Procurement & financing

- Procurement strategy advice and options analysis
- Stakeholder engagement
- Funding strategies and procurement of financing
- Public Private Partnerships (PPP) & Privatization
- Development of contractual documentation
- Advice on tender process and commercial structuring
- Request for tender and tender response documents
- Negotiation of commercial terms, contractual and financial close



Delivery & construction

- Governance and contract management
- Project oversight
- Project management and technology-enabled management
- Data and analytics
- Monitoring and control of risks, costs and benefits
- Operational readiness assessment and assistance
- Claims management



Environmental, Social and Governance

- ESG reporting and assurance
- ESG strategy
- ESG portfolio analysis
- Carbon accounting and decarbonization



IT strategy & execution

- IT system selection
- Implementation support
- Quality assurance

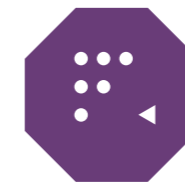


Our client focus, commitment to excellence, global mindset and consistent delivery build trusted relationships that are at the core of our business and reputation.



Asset operations & performance

- Financial statement audit
- Governance & regulatory set-up and reviews
- Cost takeout and management
- Contract monitoring
- Regulatory compliance
- Change of ownership due diligence
- Operations strategy
- Tax compliance
- Data strategy development and optimization
- Digitization of systems



Asset management

- Data integration, analytics and visualization
- Lifecycle costing, predictive maintenance and portfolio optimization tools
- Operational efficiency through automation, AI and machine learning



Corporate real estate management

- Corporate real estate strategy development
- Target operating model design
- Operating process (re)design
- Workplace strategy
- Optimizing real estate footprint
- Strategic facility management
- Contract performance and compliance audits
- Standards and policies development
- Data, analytics and digitization of real estate management
- Integrate Workplace Management System business case development, selection and implementation
- Corporate real estate finance & tax



Asset portfolio improvement

- Investment and allocation strategy
- Business strategy and modeling
- Financial, tax and operational due diligence
- Negotiation and structuring of deal
- Debt advisory
- Refinancing
- Valuations
- Cost reduction
- Tax structuring



Realization & exit

- IPOs
- Maximizing post tax returns to investors
- Post tax return analysis and repatriations

Rethinking real estate



Technology continues to transform all aspects of businesses, from strategy through to delivery. To help you navigate the digital evolution, KPMG has built a strong network of alliances with some of the world's leading technology, data and services companies, including those shown here and more, to help you solve your challenges, and better inform your decisions and future investments.

Alibaba Cloud

aws

Google Cloud

IBM

Microsoft

ORACLE

PLANON
FACILITY MANAGEMENT & REAL ESTATE SOFTWARE

salesforce

servicenow

workday

Case studies



Some recent case studies illustrate the variety of services that KPMG's Real Estate professionals are delivering to clients in every facet of the real estate industry, from organizations whose core focus is real estate, to corporates and financial institutions and government agencies managing extensive real estate portfolios.

1

Impact investment

Assessed and implemented qualitative and quantitative indicators in order to measure social impacts of an asset manager's real estate investment.

2

Finance transformation

Advised a global engineering and infrastructure firm on their global finance transformation.

3

Tenant advocacy

Worked with a major corporate to scope their tenancy requirements, identify suitable properties, and negotiate lease terms on a 20,000sqm office building.

4

Emissions accounting

Helped a global financial services firm implement carbon consumption measurement, accounting, and carbon management within their US real estate portfolio.

5

Portfolio improvement

Fund structuring and tax compliance for a private equity fund manager's various global real estate funds across Asia Pacific, Europe and US.

6

Digital strategy & transformation

Supported an investment manager and construction company with digital strategy and following transformation.

Contact

KPMG AG

Räffelstrasse 28
PO Box
8036 Zurich

[kpmg.ch/realestate](https://www.kpmg.ch/realestate)

Ulrich Prien

Partner
Real Estate

+41 58 249 62 72

uprien@kpmg.com

Beat Seger

Partner
Real Estate

+41 58 249 29 46

bseger@kpmg.com

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