

### Consolidation of Locations Regionalisation Scenario

## Transparency, Opportunity Identification & Strategy

For corporate organisations, operational real estate ownership is more often means to an end rather than a strategically managed asset. Forced over time to meet the evolving demands of the business and not the bottom-line performance of the company, the real estate portfolio often represents the historical legacy of the organisation. Wüest & Partner supports corporate organisations in identifying the financial value and future potential of these assets thereby making their strategic management an integral part of the companies overall financial strategy.

Wüest & Partner assists companies in understanding the underlying financial value of their operative real estate portfolio by breaking it down into its individual elements and matching these with the financial structure of the organisation. Our in-depth knowledge of the cost and revenue structure of real estate assets enable us to provide clients with an accurate financial picture of individual properties as well the overall portfolio. The result is a clear picture of today's real estate as well as it's the future potential.

Working closely with its clients Wüest & Partner looks to understand the future requirements thereby enabling an assessment of the suitability and efficiency of the current real estate portfolio. Where differences are apparent we are able to provide detailed solutions for the amendment, renovation or replacement of the real estate to better meet the needs of the organisation. Each solution or scenario is backed-up with the same depth of operative and financial data to support the future strategy building and strategic decision-making.

### Real estate as an active financial asset

### Providing strategic solutions that meet the needs of the organisation

**The Challenge**

The operative real estate portfolio of an organisation is often built-up over a long period and has undergone one or more change of use. As consequence, portfolio information about the structure, financial performance and future potential of the portfolio – required for efficient strategic decisions such as the size and type of property, the choice and number of locations or property ownership or leasing – is often unavailable.

**Target / Aim**

The target is to provide corporate organisations, with the transparency of information they require to actively manage their real estate assets both today and in the future. Initially, this involves understanding the current cost, revenue and value structure of the real estate portfolio. In a second stage, the expected real estate requirements are matched to the potential offered by the existing properties. The result aims to provide decision makers with well-founded information (such as cost efficiency, revenue potential and investment requirements) for future strategic decisions. Where required the analysis will also aim to formulate and document future development scenarios for the portfolio.

**Process**

A site visit by specialists from Wüest & Partner and an assessment of the properties is undertaken, establishing both the usage and standard of the property as well as the operational costs and the state of repair of the buildings. Working with the client the results are compared to the needs of the organisation, in the form of workspace forecasts and usage plans, and to the potential offered by the site under the current planning environment. This may involve undertaking initial feasibility studies of expansion initiatives and redevelopment projects, the examination of disposal scenarios and potential new locations.

**Results**

Organisations receive an in depth valuation report for each of the properties as well as written strategy report detailing the portfolio cost and revenue profile, the surrounding real estate environment, the applicable planning regulations, the development potential, taxation issues. The client also receives an extensive financial model providing all relevant financial and real estate indicators. Both the written report and the financial model also detail the selected strategic scenarios for future real estate portfolio development, addressing the defined needs of the company.

**Wüest & Partner the Company**

Wüest & Partner is a consultancy firm, which focuses upon the property and the construction sectors, urban development and locational trends. Our over 70-strong interdisciplinary team advises institutional real estate owners, banks and insurers, construction and real estate companies, public authorities and private clients.

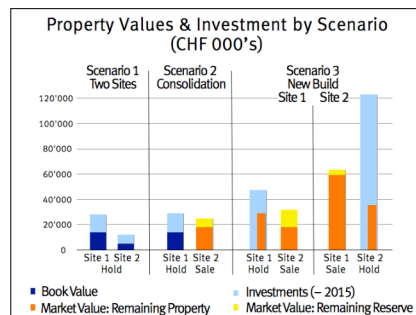
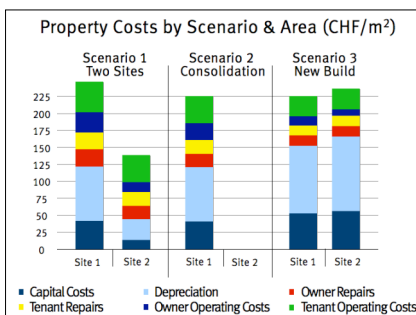
**Consulting for Operational Real Estate**

Wüest & Partner is an experienced partner in all matters concerning corporate and operative real estate. We have successfully advised a large number of public and private organisations in a wide range of projects ranging from situation analysis, property valuation and strategic planning to portfolio management and property development.

**Further Information**

For further information feel free to contact the partners detailed below. Further information about Wüest & Partner and our consultancy services for corporate and operational real estate can be found under the following links:

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