

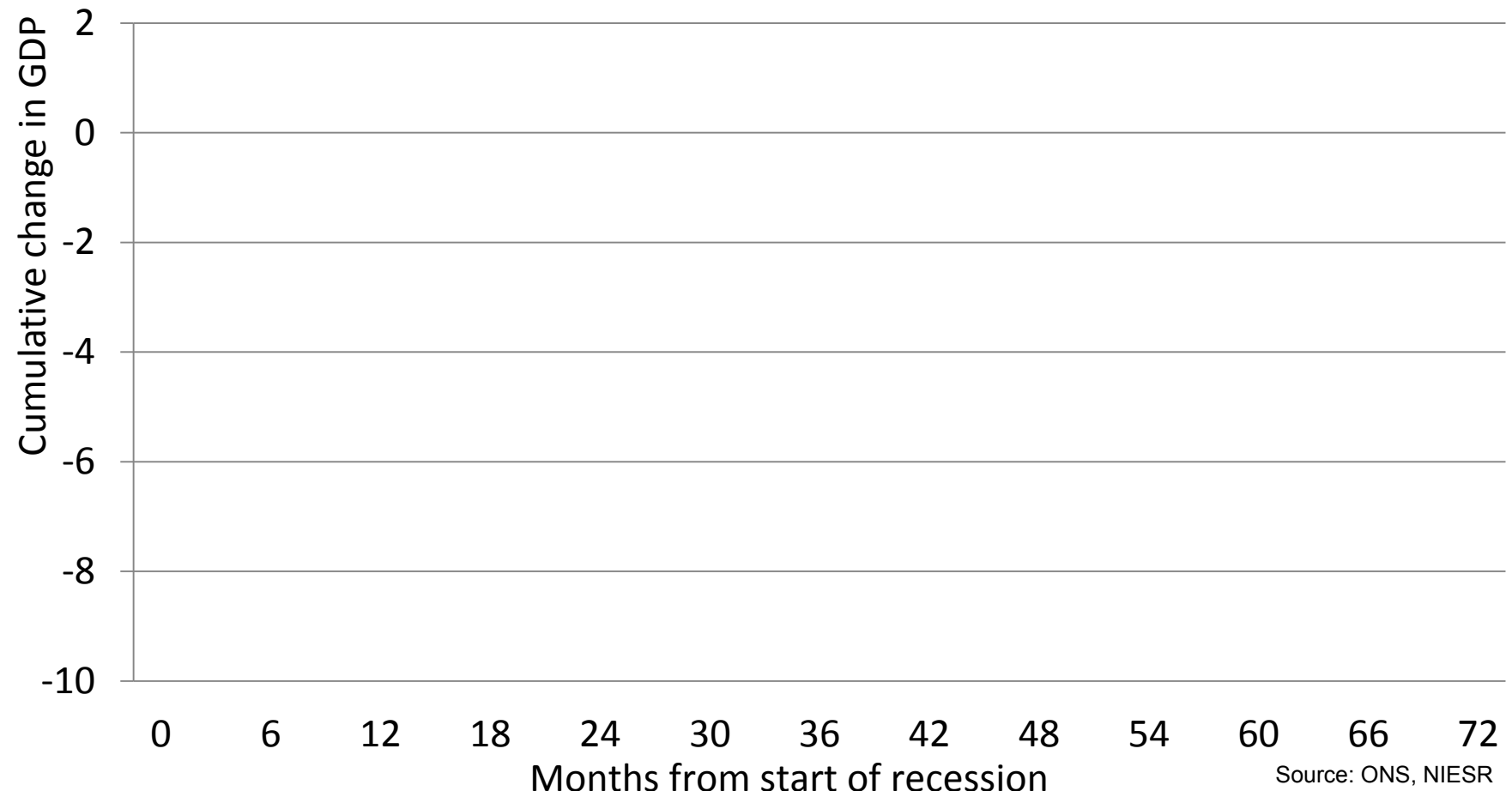


1 + 1 = 3

Jeremy Toone
Head of Real Estate

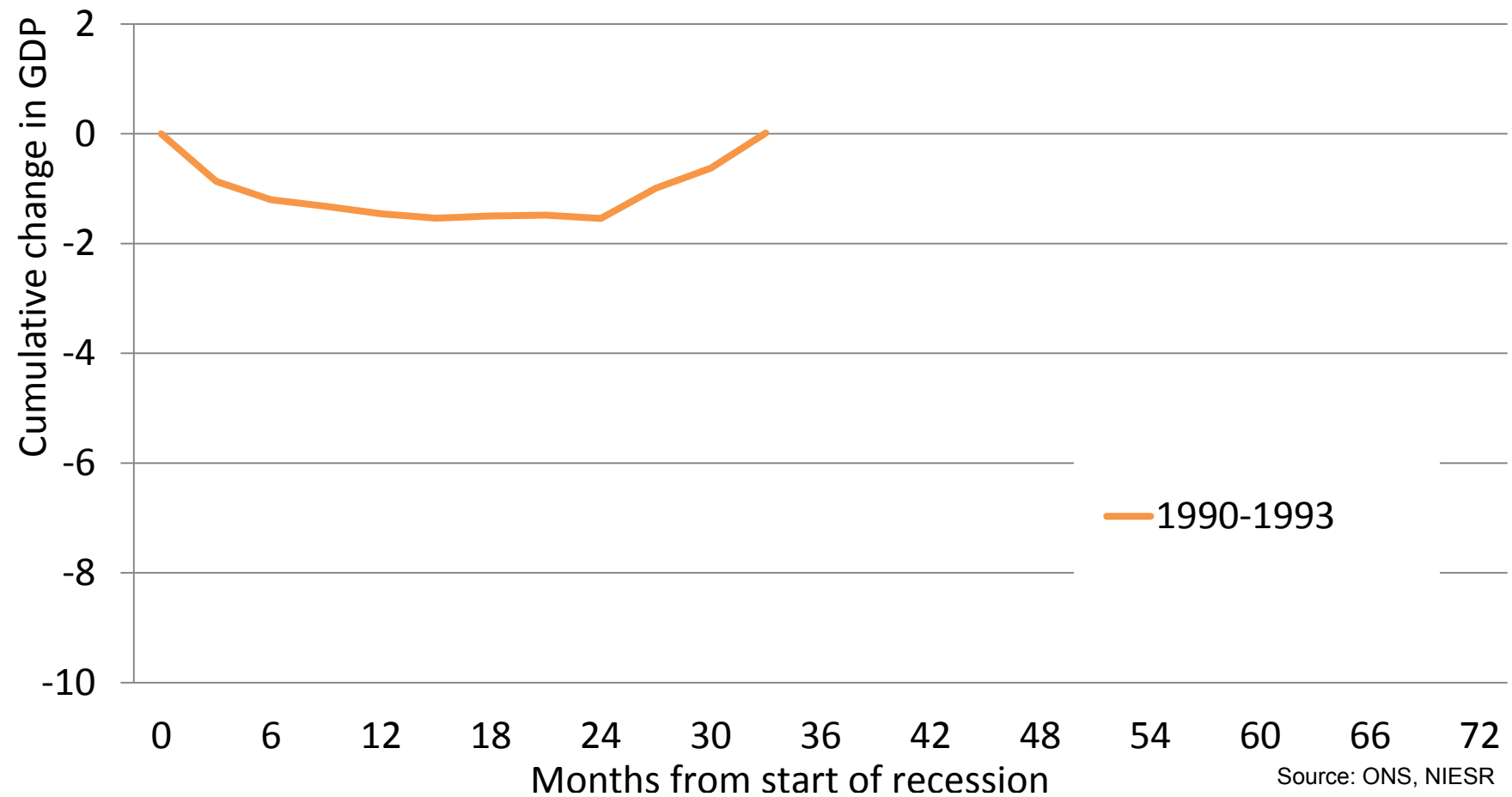
Restructuring & Advisory

Five depressions comparison

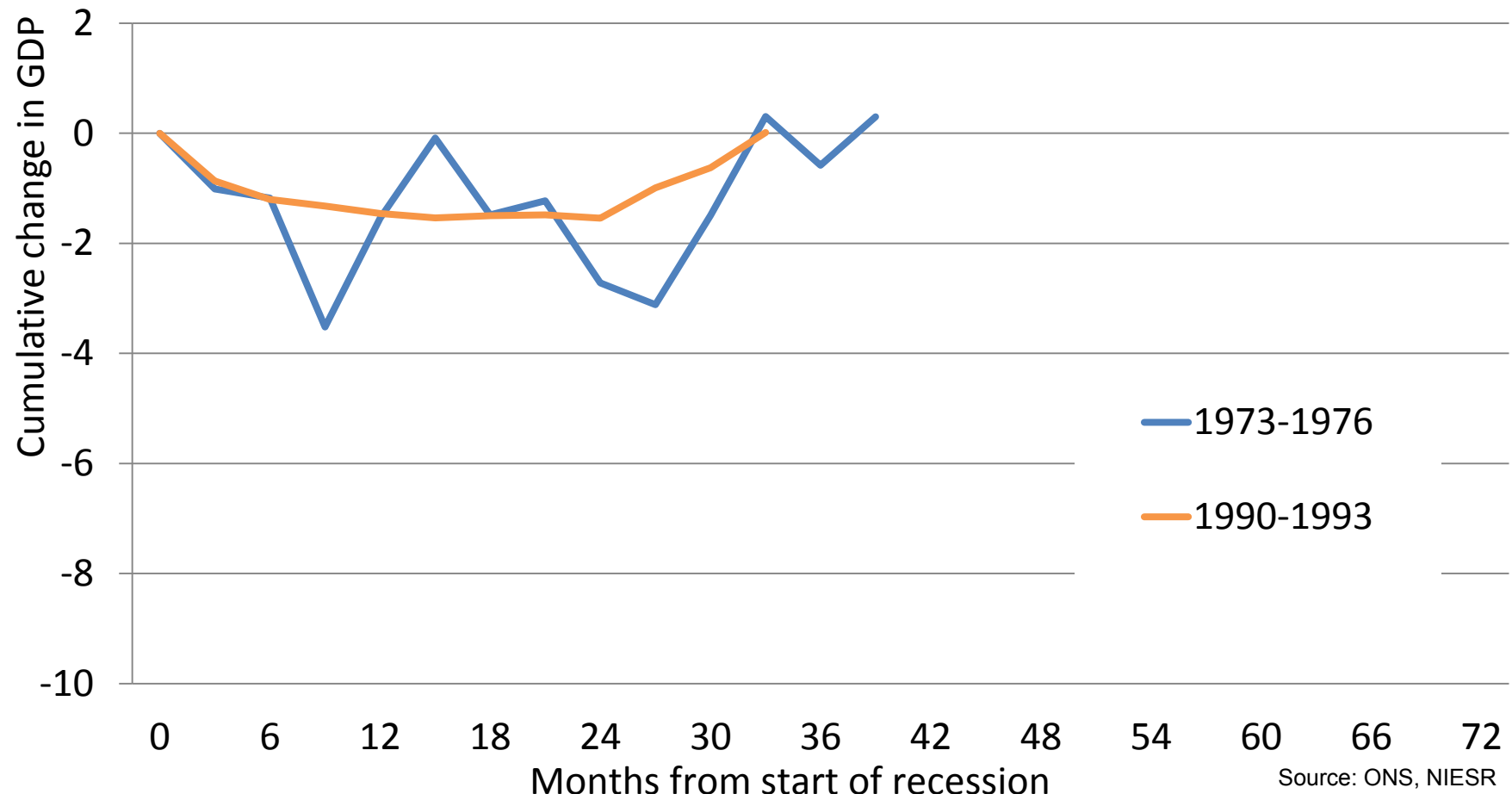


Source: ONS, NIESR

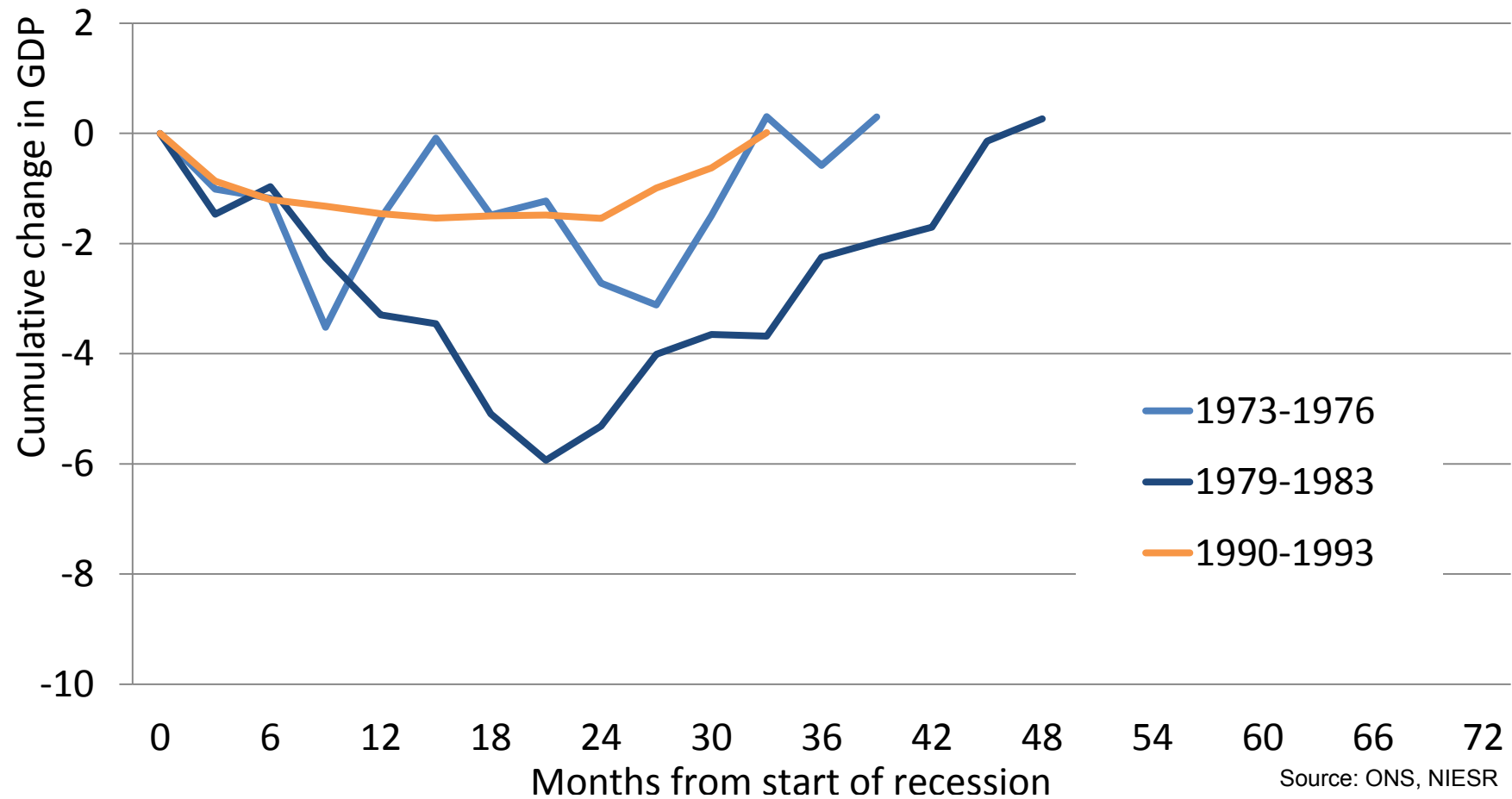
Five depressions comparison



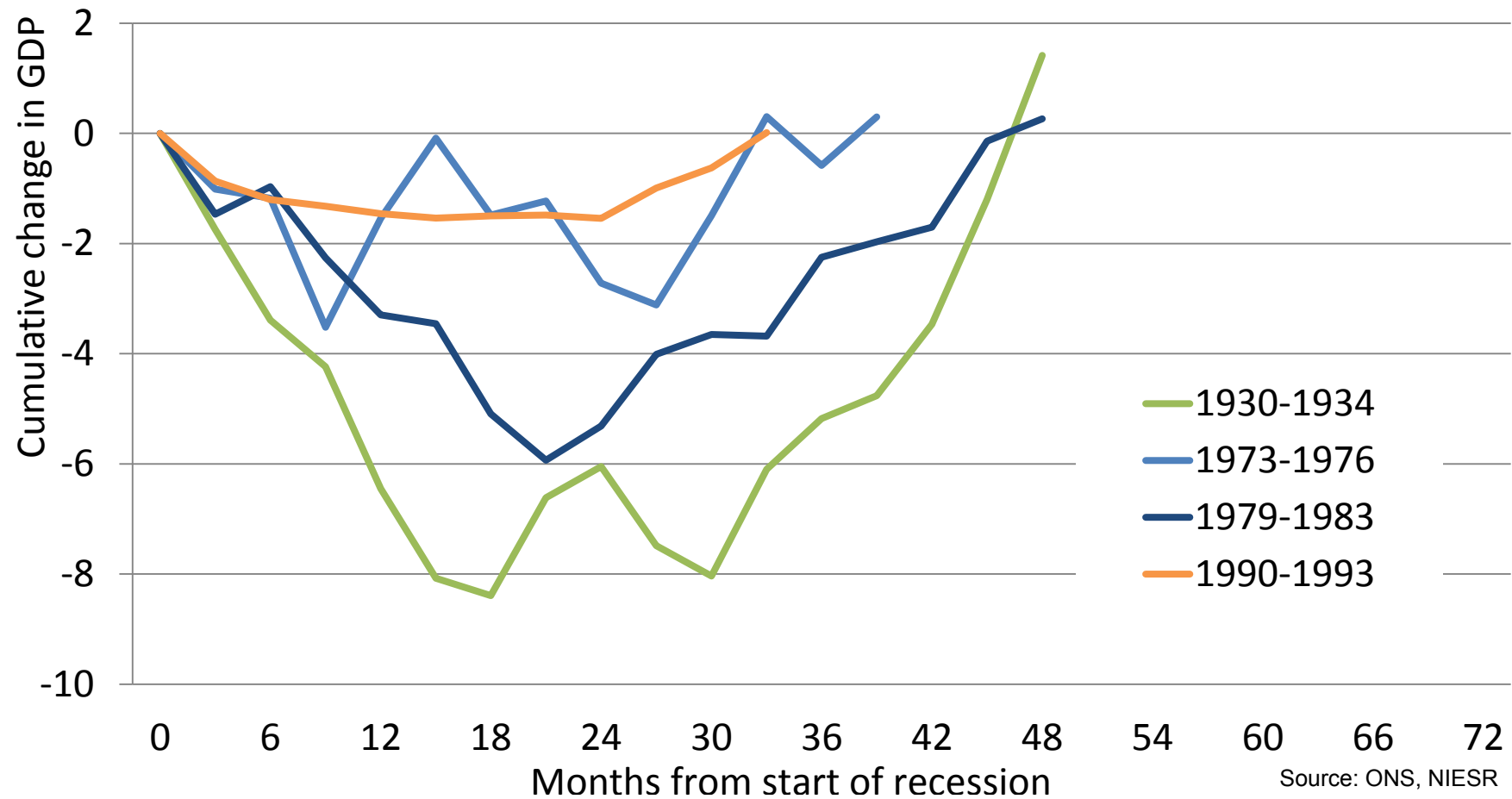
Five depressions comparison



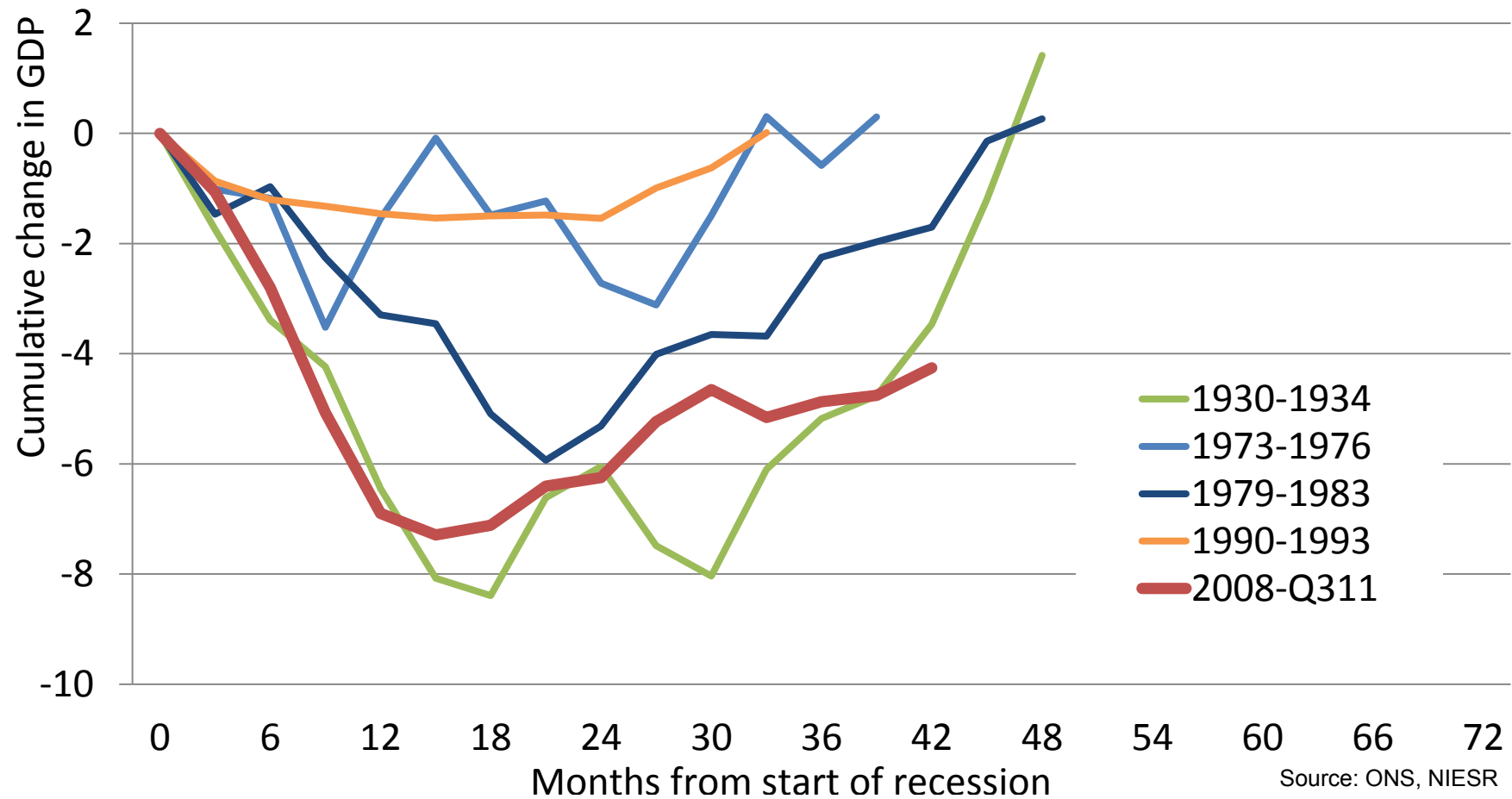
Five depressions comparison



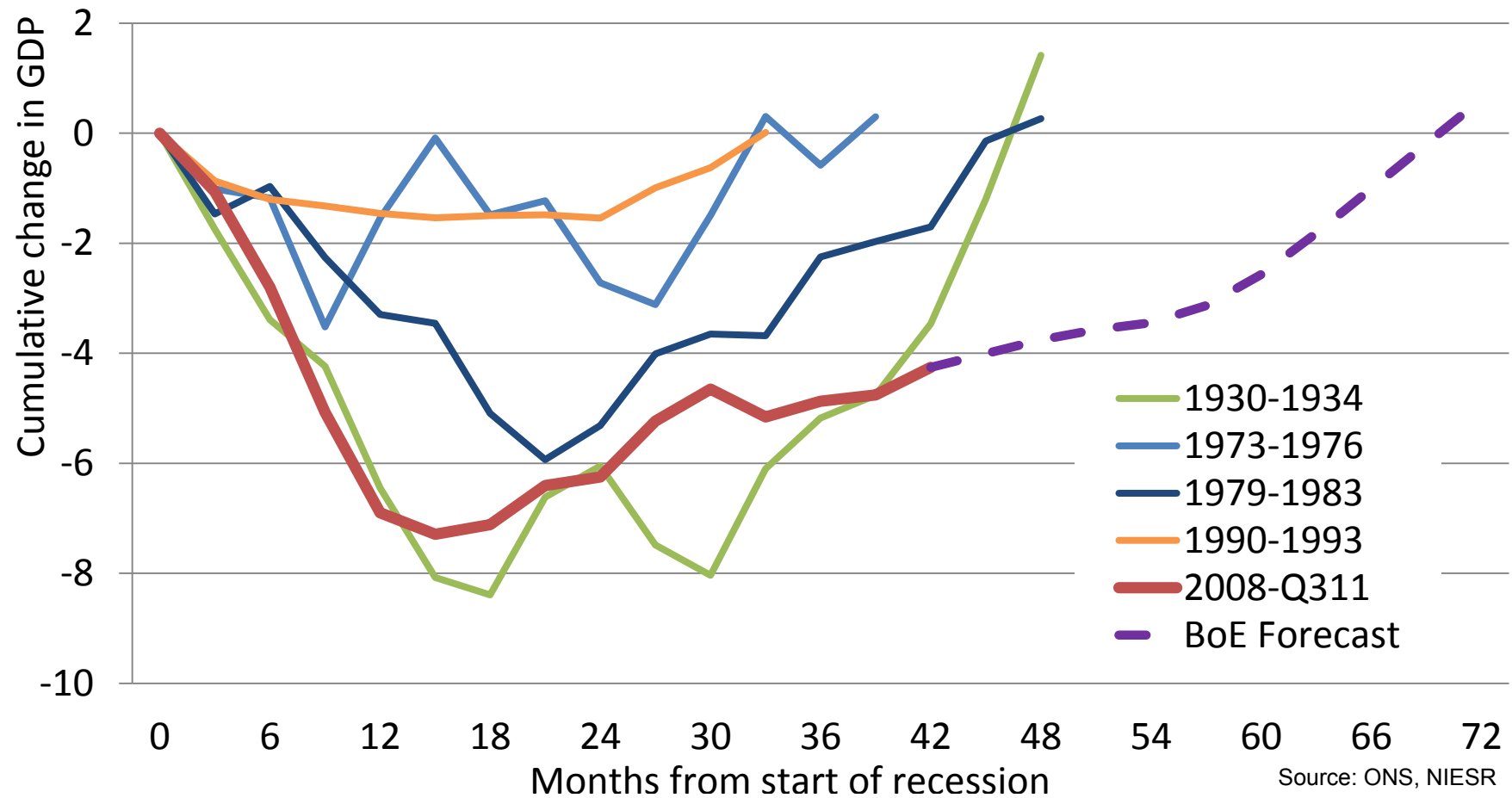
Five depressions comparison



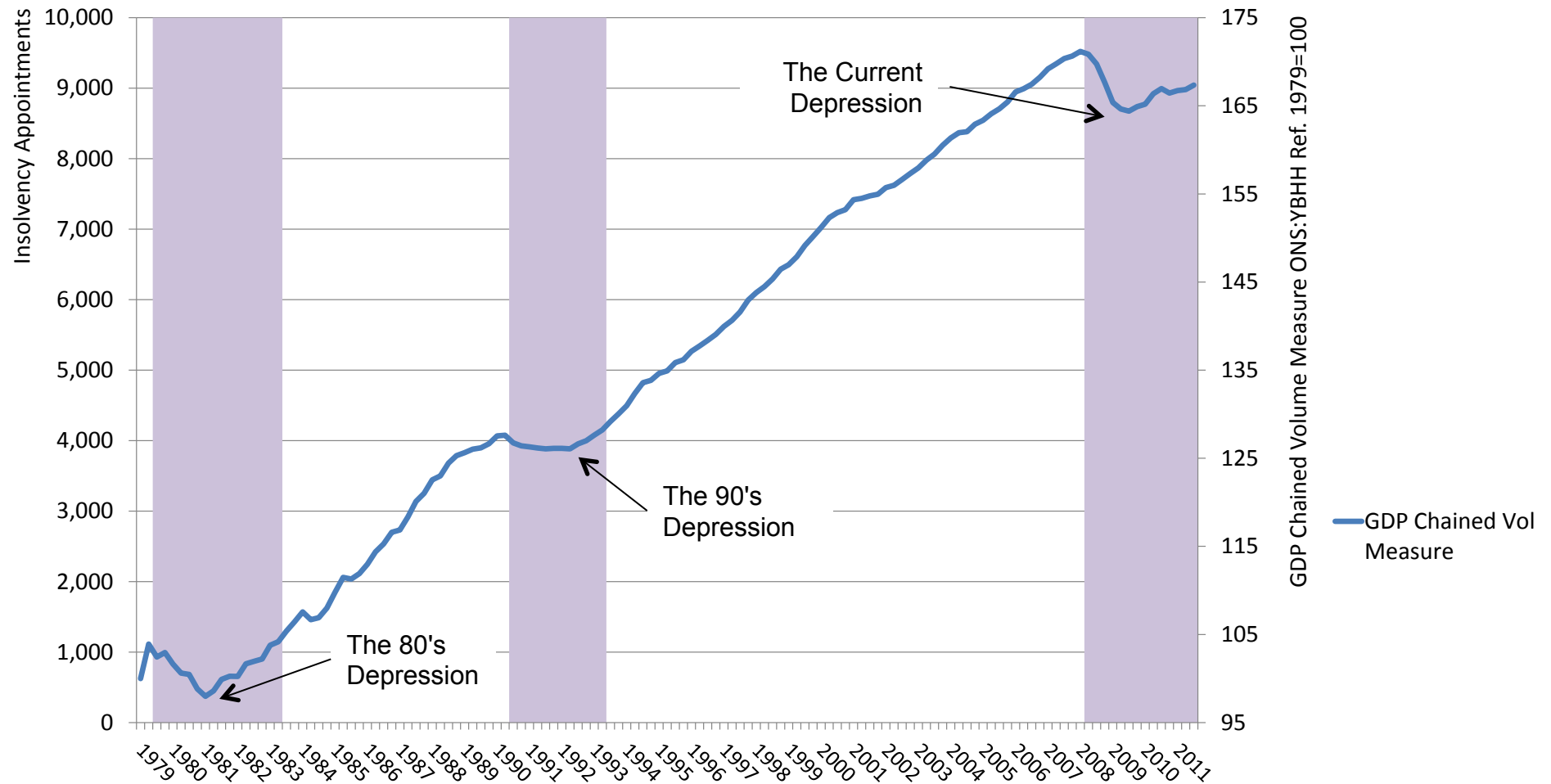
Five depressions comparison



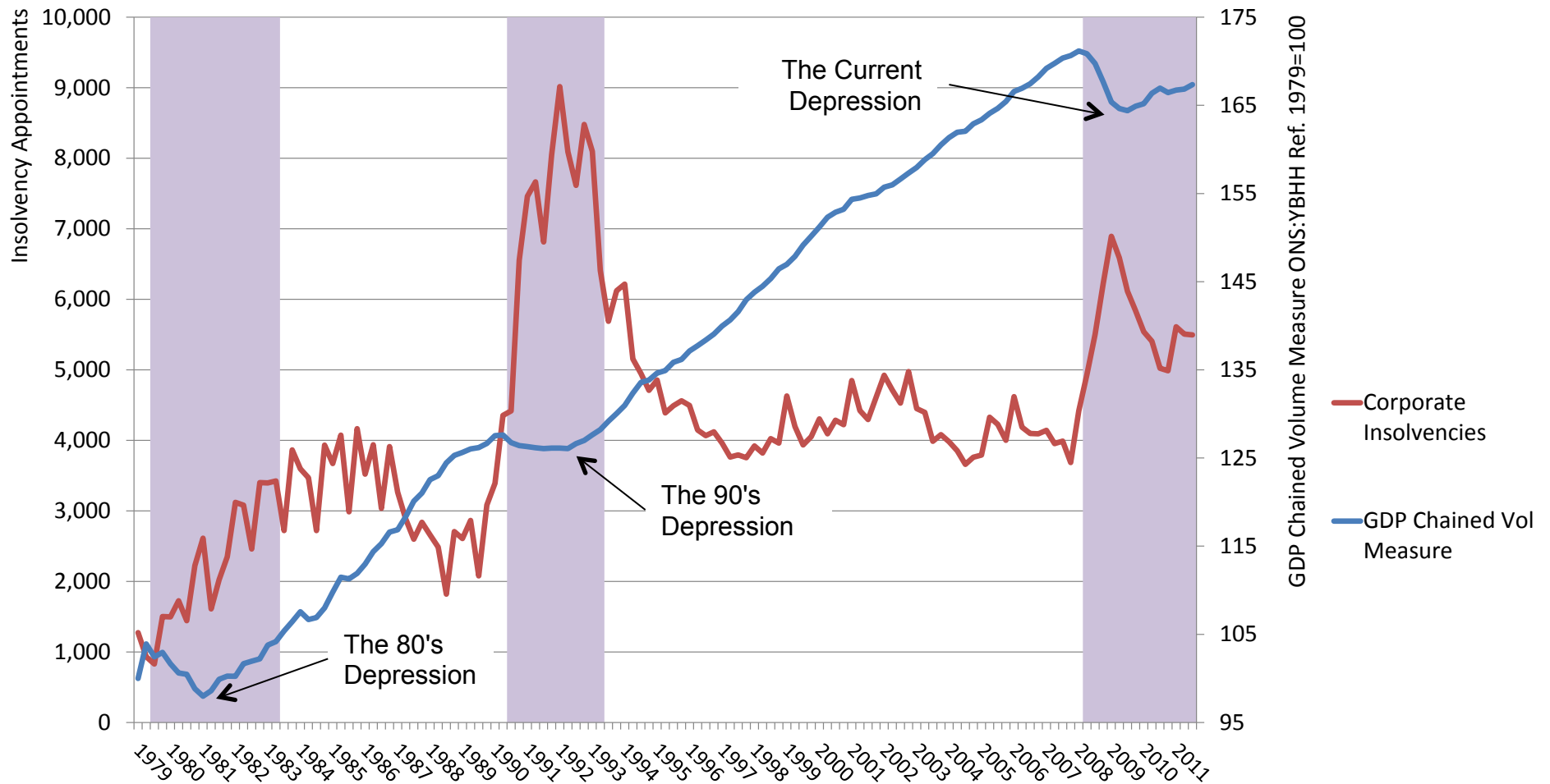
Five depressions comparison



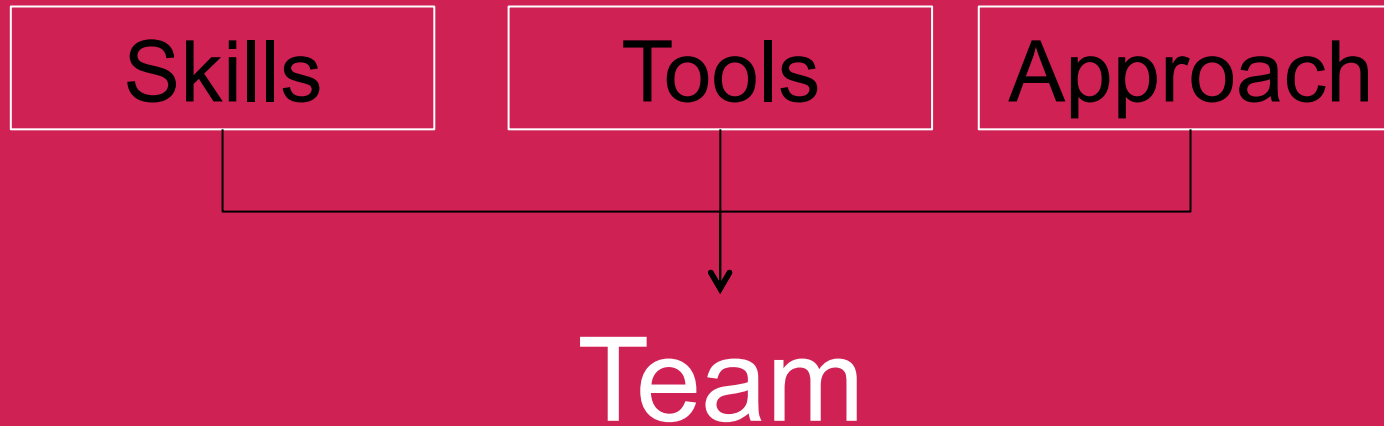
Depressions and insolvencies



Depressions and insolvencies



Maximising value



Single point of accountability
Common plan

Best practice in dealing with real estate

- Real story
- Remove the emotion
- ~~Real story~~ Value for money
- ~~Align team interests~~
- Value for money
- Align team interests

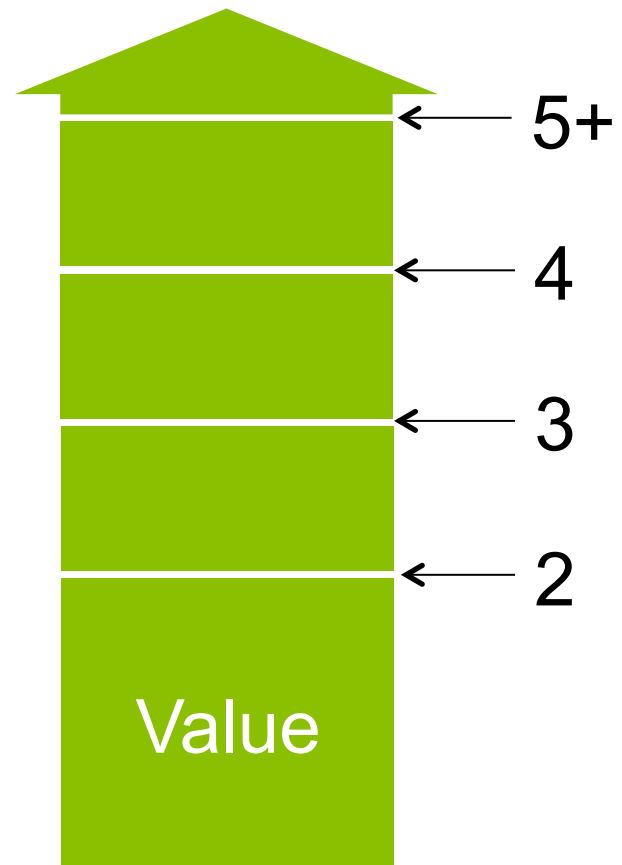
Real life examples

- Re-planning
- Development
- Re-planning

Conclusion

- Different market
- Different market
- Think

An educated seller





Grant Thornton