



BUILDING YOUR SUCCESS

REAL ESTATE ADVISORY SERVICES



MAZARS

The Real Estate sector is undergoing significant change. When planning their real estate strategies, industry professionals have to take the following into account: operational and financial performance, regulatory compliance, technological developments, alongside climate change and the varied risks it brings.

As one of the leading real estate services providers, Mazars can help you successfully turn your challenges into opportunities. Our real estate and construction team brings together the expertise you need to set up your projects for success.

Challenges facing the real estate industry:



OUR SERVICES

How can we help?

Real estate strategy and structuring

- Re-imagine real estate as a vehicle serving business and performance (location, image, cash, etc.)
- Innovate and anticipate changing patterns of use and the growth of digital (mobility, teleworking, productivity, attracting and retaining talent, etc.)
- Transform while taking into account often long-term commitments inherent in the sector (leases, administrative procedures, etc.)
- Find the most effective legal and tax organisation and costs structure
- Validate and analyse databases / create benchmarks

Efficiency & performance

- Conduct an organisational diagnosis and mapping the risks
- Suggestions for optimisation, embodied in implementation tools (organisation chart, job descriptions, processes and procedures)
- Introduction of tools for operational monitoring and financial control
- Establish the reporting for corporate governance or other departments
- Set up an appropriate internal performance control and steering structure

Operational support for major projects

- Provide ad hoc support solutions in complex, high-stake situations
- Validate targets and endorse the proposed project implementation
- Coordinate stakeholders and monitor project progress
- Ensure quality, budget and deadlines are met
- Support your teams in the change, helping them to own the solutions adopted

Compliance & regulation

- Compliance audits
 - client protection (GDPR, PRIIPS, MIFID 2, etc.)
 - financial security (AML/CFT, KYC, Sapin II, AIFMD)
- Impacts of regulatory requirements: analysis, remediation plan and implementation (accounting standards; tax, legal and market regulations, etc.)
- Focus on asset and portfolio management:
 - approvals procedure
 - mapping of regulatory risks, audit preceding Regulators' inspection, internal audit outsourcing

Proptech, innovation & information systems

- Establish an overview of solutions relating to technological innovations (big data, AR/VR, IoT, blockchain, BIM, etc.)
- Identify the levers offered by PropTech and anticipate tomorrow's opportunities
- Maximise the expected costs to estimated gains ratio for new technologies
- Integrate the solution in the group information system
- Win over and train future users

WHAT MAKES MAZARS DIFFERENT

What sets Mazars apart is the people in our real practice. Our real estate team works from a single, integrated service platform and takes a multidisciplinary and proactive approach to every task. This allows us to deliver our extensive expertise and experience to you in a personalised way, while offering a cost-efficient model.



“ Our dedicated, multi-disciplinary team combines a forward-thinking approach with a comprehensive international real estate experience advising on investment strategies, acquisitions, disposals and exit structures, construction projects and financing structures throughout the world. This enables us to provide value-added services at each stage of your real estate project. ”

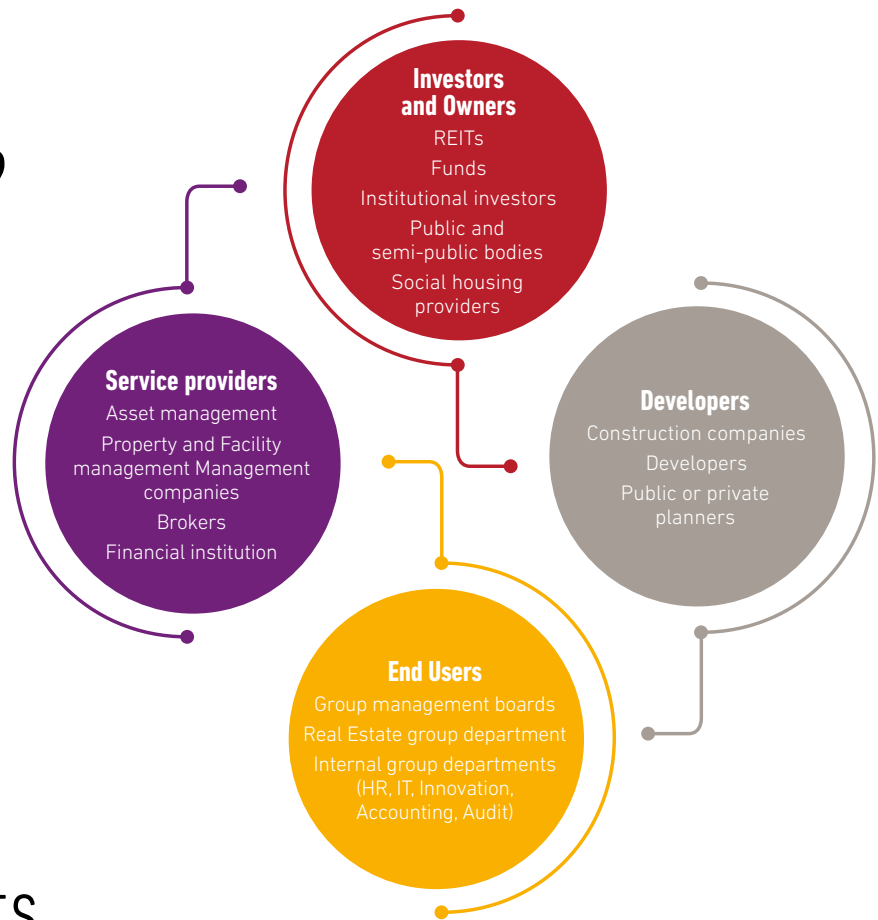
Claire Gueydan Partner, Head Of Real Estate Consulting at Mazars



OUR CLIENTS

Who can we help?

Whether you are a developer, owner, manager, investor or a real estate end user, our team can provide you with insight into today's volatile real estate market, and help you increase your profitability and achieve long-term success.



Some of our clients

AEW EUROPE - AXA REIM - BNP PARIBAS REAL ESTATE - UNION INVESTMENT - CHINA FORTUNE LAND DEVELOPMENT - AMUNDI IMMOBILIER - AVIVA INVESTORS RE - BOUYGUES IMMOBILIER - CBRE INVESTORS - EIFFAGE - GROSVENOR - ICADE - KLEPIERRE - NEXITY - SOGEPROM - SWISS LIFE REIM - VINCI

MAZARS IS AN INTERNATIONALLY INTEGRATED PARTNERSHIP, SPECIALISING IN AUDIT, ACCOUNTANCY, ADVISORY, TAX AND LEGAL SERVICES. OPERATING IN **89 COUNTRIES AND TERRITORIES** AROUND THE WORLD, WE DRAW ON THE EXPERTISE OF **40,000 PROFESSIONALS** – 24,000 IN THE MAZARS INTEGRATED PARTNERSHIP AND 16,000 VIA THE MAZARS NORTH AMERICA ALLIANCE – TO ASSIST CLIENTS AT EVERY STAGE IN THEIR DEVELOPMENT.



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