

## Media Release

FOR IMMEDIATE RELEASE

### **Deloitte invests in growing its real estate advisory team**

**23 April 2013:** The team from Brisbane based property specialists Capland Real Estate Advisors (Capland) has joined professional services firm Deloitte, as the fast growing Big Four firm moves to broaden the multidisciplinary property practice advising its public and private sector clients.

Deloitte Financial Advisory Services leader, Ian Thatcher said: “This investment will boost our real estate advisory practice by providing lenders, occupiers, investors and developers with advisory services that span the entire property lifecycle.

“Real estate matters to every client whether they are in the public or private sector. It is typically the third largest cost for occupiers, a critical asset class for investors and developers and it underpins a significant element of bank lending.

“As a result our clients are increasingly looking for valuable advice. The arrival of Damian Winterburn and his team will reinforce Deloitte’s ability to provide a relevant response and high level service that could make a significant impact on how a client’s property assets are managed and their value optimised.

“We are also seeing increasing demand for these services from our many Deloitte Private clients with extensive property holdings. This is being driven by a world where shifting industry trends, regulatory or technological developments and changes to consumer behaviour, are impacting investment decisions and the way businesses use their physical space.”

Mr Thatcher continued: “After successfully working closely with Capland and its founder Damian Winterburn for a number of years, we have now agreed to formalise the relationship and bring his talented and respected team into the firm. This allows us to provide full real estate services to our clients at every stage in the property cycle, including; Strategy, Consulting, Project Management, Transaction Management as well as Tenant Representation. Damian will join Deloitte as a partner and will lead the National Real Estate Advisory practice.”

Ian Breedon Deloitte partner and national leader of its Real Estate Industry Group also commented: “Damian and his team of 20 property specialists will bring together traditional property services with our financial and business advisory expertise whilst benefiting from Deloitte’s broad industry knowledge and international reach.

“There is considerable interest in Australia from some of the largest property investors in the world, with our market being seen as still offering good value. At the same time we are supporting a number of Australian companies and investors going offshore, with the increasing globalisation of their property portfolio demanding experienced cross border advisory services.

Commenting Mr Winterburn said: “An effective and valuable adviser in the real estate market today requires more than just knowledge of what happened yesterday, they need to have hands on experience in managing both development and incoming producing assets at every stage in a property lifecycle, as well as being able to provide critical foresight into future opportunities and risks.”

“Our team over the last few years has been increasing the scale of properties and projects it has been advising on, as well as broadening the range of public and private clients that are both domestic and offshore. Having worked with Deloitte for a number of years it was obvious that they were the right organisation to expand with. Our specialist professionals will be able engage more effectively with a wider group of corporates, governments as well as family owned businesses through Deloitte Private. In addition we saw a considerable opportunity to leverage from Deloitte’s Asian, American and UK practices to engage bring new developers, funds and capital into the Australian property market.”

“Deloitte is an innovative firm that is challenging the traditional view of professional services. Together we will create a game changing capability in real estate advisory leveraging Deloitte’s deep analytic, economic and forensic insights to deliver a competitive advantage.”

Deloitte Capland Real Estate Advisory joins Deloitte Access Economics, Forensic, Restructuring Services, Corporate Finance and Transaction Services in Deloitte’s Financial Advisory Services practice.

The Australian Real Estate Advisory practice will connect with Deloitte’s established global network of dedicated real estate teams across forty countries to provide clients with the global transaction support and market insights they need.

Established in Brisbane in 2009 by Damian Winterburn, Capland has grown to a team of 20 real estate professionals who provide specialised property advisory and transaction services including consulting, project management and buy and sell mandates.

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