

Central London
Tenant Representation

Legal Services
Sector Track Record



Here's our experience




The
Royal
Courts
of
Justice


The
Royal
Courts
of
Justice



Here for you

Knight Frank's Central London Tenant Representation team is a leading adviser to the legal services sector. As we hope the following pages demonstrate, over the last few years we have been fortunate to work with a fantastic selection of companies within this sector. The varied insights and experiences our team has gleaned from these transactions has been invaluable; enabling us to cement our position as the adviser of choice for the legal services sector in Central London.

We believe we offer a refreshingly different approach for our clients by exclusively advising office occupiers across the Central London market. We strive to deliver unparalleled advice and support to our clients and we back this offering up with industry leading market research. Combine this with our personal, impartial and tailored approach to all of our instructions; we believe our client service is unrivalled.

Operating as a Limited Liability Partnership (LLP), we understand how other independent businesses operate since we live and breathe it ourselves. Our proactive and focussed approach is based on our ability to identify and pre-empt the challenges our clients face. Our team not only has significant experience of advising legal services sector clients but also truly understands how real estate impacts the performance of our clients' businesses.

We hope you find the following pages interesting and please do contact me if you would like to discuss our services further.



Richard Proctor
Partner

Head of Central London
Tenant Representation



Here to advise

Knight Frank stands for the highest standards of quality and integrity in global property transactional, management and advisory services. Our reputation for uncompromising professionalism in everything we do is earned day in and day out serving clients and earning their trust. As an LLP, we are free to run our business in a way that has led to sustained success; generating a culture that enables us to retain the best people who are the essence of the firm. We are passionate about property. We aim to be progressive in our thinking and, above all, we are consummately professional in everything we do.

Client Service Principles

We take it personally

Our clients enjoy working with us. Their objectives are our objectives and we will stop at nothing to achieve them. We go the extra mile because we wish to, not because we feel we have to. As a partnership, we are driven by a uniquely personal culture. This culture enables us to provide a tailored approach to assisting our clients; it drives us to continually strengthen client relationships and it affords us the agility to stay ahead of our larger competitors.

Our greatest property, trust

We display transparency, honesty and clarity in everything we do, turning one off transactions into valuable long-term relationships.

We join up the dots

As individuals, we have amazing knowledge and experience; however, as a global organisation, the breadth of our expertise is unrivalled. We make sure our clients benefit from this by truly understanding their goals and by bringing in the right people at the right time to help achieve these goals. We strive to provide a personalised service on a global scale.

Our insight

Our signature annual publications such as Global Cities and The Wealth Report go beyond the here and now market dynamic and explore emerging trends that will impact real estate markets over the next 3-5 years. This foresight provides our clients with early signals of changes in the marketplace and is invaluable in informing future property strategies.

Reputation is everything

The way we meet our clients' needs today earns us their trust in the future. By making sure day-to-day transactions are brilliantly executed, clients become genuine business partners and relationships flourish.





Client Cleary Gottlieb
Address 2 London Wall Place, EC2
Size (sq ft) 60,000
Comments Lease Acquisition, Project Management

“The Knight Frank Tenant Representation team guided our steering committee through a complex and pressurised decision making process. We received highly responsive, analytical and professional support throughout the project to enable the delivery of a market leading pre-let transaction.”

Tihir Sarkar, Partner & Chairman of London Real Estate Steering Group, Cleary Gottlieb



Client Fieldfisher
Address Riverbank House, 2 Swan Lane, EC4
Size (sq ft) 80,000
Comments Lease Acquisition

“As a legal partnership, we have certain requirements and expectations. We were delighted by the advice provided by Knight Frank who related immediately to our firm’s structure and approached our relocation project with a high level of innovation and strategic thinking, culminating in the acquisition of our new HQ space which was sourced completely off-market. Their commitment to securing the very best commercial terms possible was constant throughout the process.”

Antony Phillips, Partner, Fieldfisher



Client Finnegan, Henderson, Farabow, Garrett & Dunner
Address 1 London Bridge, SE1
Size (sq ft) 8,000
Comments Lease Acquisition, Project Management

“Knight Frank went above and beyond and we wouldn’t be where we are if they didn’t represent us. They held our hand throughout the process, and made time to go over even the basic points with care and patience. Always available, every call returned - it felt like we were their only ongoing project. We will always look to Knight Frank in all our future projects.”

Cvetanka Campbell-Smith, London Office Administrator, Finnegan



Client Forsters
Address South Quay Plaza, E14
Size (sq ft) 8,000
Comments Lease Acquisition

“We have worked with Knight Frank on a number of projects in the last few years and as a traditional partnership, our business has certain requirements and expectations. Knight Frank’s style of operation reflects our firm’s culture and they approached the acquisition of our additional London office with a high level of support and proactivity. Their commitment to securing the best commercial terms in a competitive market was constant throughout the process.”

Paul Roberts, Managing Partner, Forsters



Client Fragomen
Address 95 Gresham Street, EC2
Size (sq ft) 15,000
Comments Lease Acquisition, Dilapidations, Rent Review

“The Knight Frank Tenant Representation team directed our global steering committee through a structured decision making process. We received highly responsive, analytical and professional support throughout the project to enable the delivery of outstanding commercial terms with regard to pricing, lease flexibility and the best possible result for the firm.”

Pauline Mathewson, Managing Partner – EMEA, Fragomen



Client Goodwin Procter
Address 100 Cheapside, EC2
Size (sq ft) 44,000
Comments Lease Acquisition, Rent Review, Dilapidations, Business Rates

“Knight Frank worked closely with us on our relocation to new offices. Having drawn up an initial short-list of potential relocation options, they moved expeditiously to agree terms on our preferred option. Knight Frank remained fully involved during the legal negotiations, which were concluded in a little over a month. Knight Frank provided first class service and advice and we would happily recommend them to other law firms seeking property advice in London.”

Joe Conder, Partner, Goodwin Procter



Client **Greenberg Traurig**
Address The Shard, SE1
Size (sq ft) 20,000
Comments Lease Acquisition, Lease Advisory,
Business Rates

“Knight Frank has successfully advised us on two London relocation projects in the past six years to support our expanding business. On each occasion they have managed to deliver outstanding commercial terms with regard to both pricing and lease flexibility. The team clearly understood our culture and overall requirements to enable the delivery of the best possible results for the firm.”

Tim Webb, Chair London Real Estate, Co-Chair
International Real Estate, Greenberg Traurig

Client **Sidley Austin**
Address 70 St. Mary Axe, EC3
Size (sq ft) 100,000
Comments Lease Acquisition, Rent Review

“The firm was impressed by the way that Knight Frank led us through the property maze. I for one am personally grateful for Knight Frank’s significant knowledge, speed of response, sound guidance and willingness to dig in through to the bitter end; a force to be reckoned with. I’m delighted that Knight Frank act for Sidley.”

Jason Glover, Director of International Operations,
Sidley Austin

Client **Trowers & Hamblins**
Address 3 Bunhill Row, EC1
Size (sq ft) 100,000
Comments Lease Acquisition, Rent Review

“The Knight Frank Tenant Representation team worked very closely with our steering committee to identify our strategic options including working with our architects to ascertain the quantum and nature of our requirement that involved an assessment of the open plan versus cellular debate. They carried out a thorough and in-depth search of the options available in the market but eventually found us an excellent off-market opportunity. The opportunity was complex and involved negotiations with numerous parties, all of which Knight Frank executed in a very commercial and professional manner.”

Jennie Gubbins, Senior Partner, Trowers & Hamblins

Here's the team



Richard Proctor

Partner

Head of Central London Tenant Representation

T +44 (0) 20 7861 5159

richard.proctor@knightfrank.com



Jack Tomlin

Partner

The City

T +44 (0) 20 7861 1701

jack.tomlin@knightfrank.com



Jack Measom

Partner

The City

T +44 (0) 20 7861 1718

jack.measom@knightfrank.com



Lois Bond

Surveyor

Central London

T +44 (0) 20 7861 5451

lois.bond@knightfrank.com



Julian Woolgar

Partner

West End

T +44 (0) 20 7861 1008

julian.woolgar@knightfrank.com



James Fairweather

Partner

West End

T +44 (0) 20 3826 0659

james.fairweather@knightfrank.com



Tim Atherton

Partner

West End

T +44 (0) 20 7861 1501

tim.atherton@knightfrank.com



Eleanor McArdle

Senior Surveyor

West End

T +44 (0) 20 7861 1396

eleanor.mcardle@knightfrank.com



Amanda Lim

Associate

Flexible Office Solutions

T +44 (0) 20 3826 0661

amanda.lim@knightfrank.com



Jack McGinley

Senior Surveyor

Flexible Office Solutions

T +44 (0) 20 3909 6807

jack.mcginley@knightfrank.com



Lee Elliott

Partner

Head of Occupier Research

T +44 (0) 20 7861 5008

lee.elliott@knightfrank.com



Jennifer Townsend

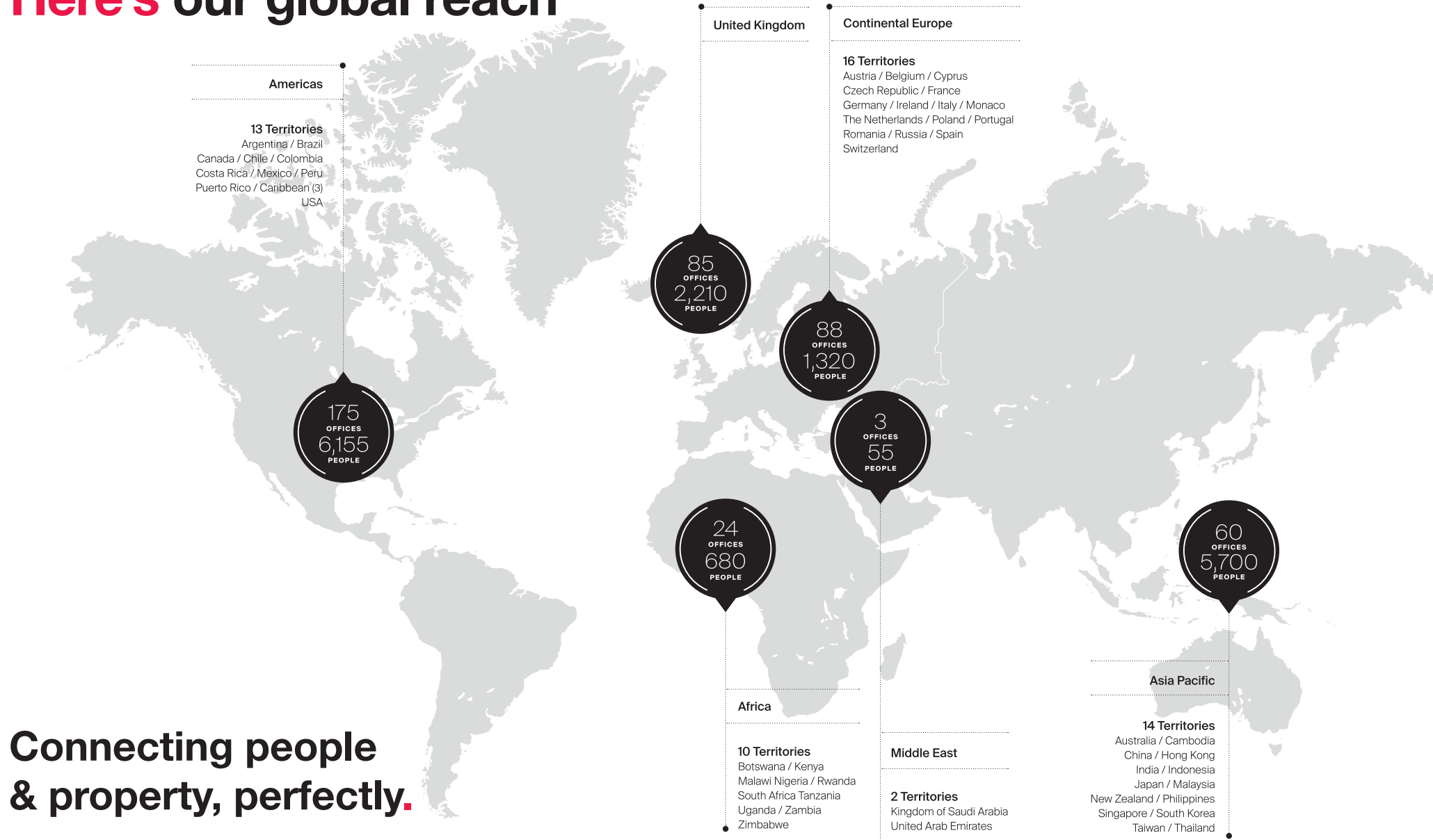
Associate

Occupier Research

T +44 (0) 20 3866 8028

jennifer.townsend@knightfrank.com

Here's our global reach



Connecting people
& property, perfectly.

 @KnightFrank
KnightFrank.co.uk

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