

SPECIALIST PROPERTY INVESTMENT

Connecting People
& Property, Perfectly.





INTRODUCTION

The Knight Frank Specialist Property Investment team is the pre-eminent advisor in this exciting area of the market.

Our client base includes a range of both UK and overseas investors, developers and banks. We have the ability to provide our clients a unique insight into the individual sub markets into which they are investing by offering a joined up approach with our 'best in class' specialist property teams.

We have an excellent track record in both acquisitions and disposals providing bespoke tailored advice for each client requirement, be that 'off market' strategic approaches or 'on market' sales campaigns leveraging Knight Frank's global brand and international network. We have an excellent track record of providing strategic advice on the composition of investor's funds and the optimum timing for future acquisitions or disposals.

We, the team have in excess of 30 years experience in the capital markets arena and continue to build on our success.



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01

HUB BY PREMIER INN, KINGS CROSS

Client: Legal & General

Sector: Hotels

Activity: Acquisition of the opportunity to forward fund a new hotel let to Premier Inn (UK) Ltd guaranteed by Whitbread Group Plc for 26 years. The hotel is subject to five yearly CPI linked rent reviews (0.0% collar and 4.0% cap).

Value: £84.50m

"The Specialist Investment Team at Knight Frank provided comprehensive and sound advice on this complex asset from the outset. Their expertise was vital to the successful transaction; we look forward to working with them again in the future."

Adam Kerr

Head of Transactions, Legal & General
Investment Management Real Assets



02

GODIVA PLACE, COVENTRY

Client: Regents Godiva

Sector: Student

Activity: Disposal of a forward funded income strip opportunity comprising 769 student bedrooms let to Coventry University for 30 years. The rent is subject to three yearly RPI linked rent reviews (1.0% collar and 3.5% cap). The tenant has the right to acquire the freehold for £1 at expiry of the lease.

Value: £74.49m



03

LARKLAND HOUSE, ASCOT

Client: AEW UK

Sector: Healthcare

Activity: : Acquisition of the long leasehold interest in a 54 bedroom care home. The home is let to Care UK Community Partnerships Ltd with approximately 19 years unexpired. The rent is subject to annual RPI linked rent reviews (0.0% collar and 4.0% cap).

Value: £6.66m



04 BOOKING PORTFOLIO

Client: Mansford
Sector: Hotels
Activity: Acquisition of a UK wide portfolio of 17 hotels with a total of 653 bedrooms all let to Travelodge Hotels Ltd with a WAULT of 22 years. The rent is subject to five yearly RPI linked rent reviews (uncapped).
Value: £28.05m

05 PROJECT CHARIOT, NCP PORTFOLIO

Client: Blackstone
Sector: Car Park
Activity: Disposal of the freehold (44) and leasehold (44) interests of 88 car parks totalling 31,736 spaces. The car parks are all let to NCP Ltd with a WAULT of 21.1 years. All leases are subject to annual rental uplifts either fixed at 3%, RPI (1.5% cap and 5.0% collar) or a mixture of the two on a 50:50 basis.
Value: £500m



06
TRAVELODGE BIRMINGHAM AND MANCHESTER

Client: Aberdeen Asset Management
Sector: Hotels
Activity: Sale of the freehold interests in two hotels totalling 192 bedrooms.
The hotels are let to Travelodge Hotels Ltd with 23 and 20 years unexpired respectively. The rents are subject to five yearly RPIX linked rent reviews (uncapped). The retail unit in Birmingham is let to Tesco Stores Ltd.
Value: £15.51m

“Knight Frank’s Specialist Investment Team provided excellent advice on these unique assets from day one. They demonstrated their breadth of knowledge across both the occupational and investment piece supporting another successful investment transaction.”

James Dunne
Senior Transactions Manager, Aberdeen Asset Management



07

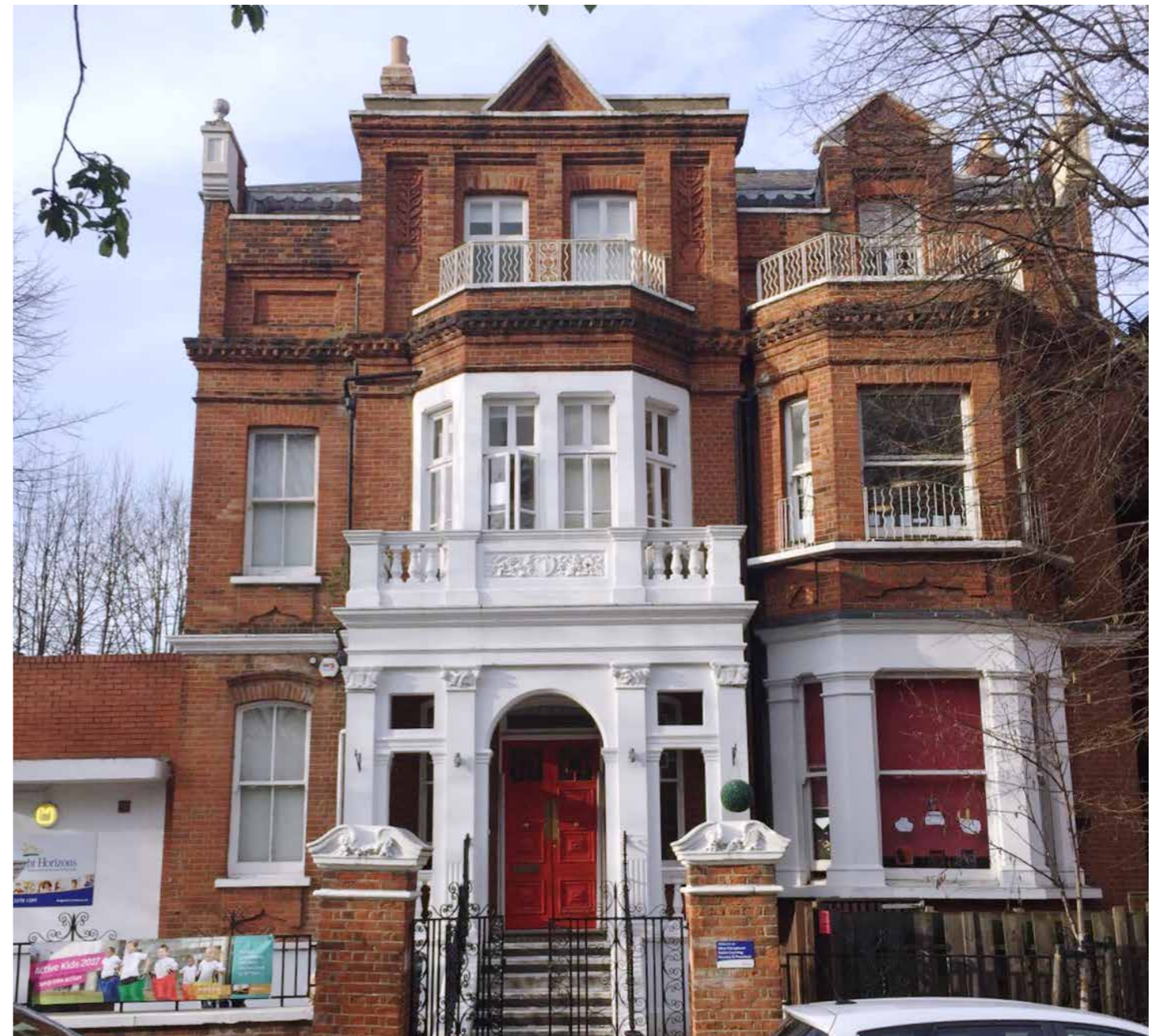
BMW TRING, HERTFORDSHIRE

Client: Lightstone Properties

Sector: Automotive

Activity: Disposal of the freehold interest in a modern car showroom located in Hertfordshire. The showroom is let to Specialist Car's Ltd, with 19 years unexpired. The rent is subject to annual RPI linked rent reviews (2.0% collar and 4.0% cap).

Value: £7.62m



08

88 COMPAYNE GARDENS, WEST HAMPSTEAD

Client: Private Investor

Sector: Educational

Activity: Disposal of the freehold interest in a children's nursery in West Hampstead. The nursery is let to Active Learning Childcare (Guernsey) Ltd guaranteed by BHFS Ltd with 11 years unexpired. The rent is subject to five yearly rent reviews to the greater of OMV, 3% p.a. compounded or RPI (uncapped).

Value: £6.175m



09

MANHATTAN LOFT GARDENS, STRATFORD

Client: Manhattan Loft Gardens

Sector: Hotels

Activity: Disposal of a 150 year ground lease on a 145 bedroom hotel.

The hotel is let to Manhattan Loft Gardens Hotels for a term of 30 years.

The ground rent is subject to annual RPI linked rent reviews (1.0% collar and 4.0% cap). The ground lease rent was set at 15% of stabilised EBITDA.

Value: £18.24m



10

VIRGIN ACTIVE WANDSWORTH, LONDON

Client: Orchard Street Investment Management

Sector: Health & Fitness

Activity: Acquisition of the long leasehold interest in a 39,667 sq ft health & fitness club. The property is let to Virgin Active Ltd guaranteed by Virgin Active Holdings Ltd & Virgin Active Group Ltd with 19.8 years unexpired. The rent is subject to one RPI linked rent review (1.0% cap and 3.0% collar); with open market reviews every five years thereafter.

Value: £12.95m



11

PREMIER INN, WEMBLEY PARK, WEMBLEY

Client: Quintain

Sector: Hotels

Activity: Disposal of a forward funding opportunity comprising a new 312 bedroom hotel let to Premier Inn (UK) Ltd guaranteed by Whitbread Group Plc for 25 years. The rent is subject to five yearly CPI linked rent reviews (0.0% collar and 4.0% cap).

Value: £42.00m

“We were pleased to work with Knight Frank on this disposal due to their strong track record with Premier Inn and fundings. They were able to generate several bids from good parties in a difficult economic climate which allowed us to proceed with the development.”

Rajesh Shah

Corporate Finance Director, Quintain



12

ST MARTIN'S GRANGE, GILLINGHAM, DORSET

Client: BlackRock

Sector: Healthcare

Activity: Acquisition of the freehold interest in a 76 bedroom care home. The home is let to Care South with approximately 35 years unexpired. The rent is subject to annual CPI linked rent reviews (0.0% collar and 4.0% cap).

Value: £7.22m



13

TRAVELODGE, SIDCUP

Client: Knight Frank Investment Management

Sector: Hotels & Retail

Activity: Acquisition of the freehold interest in an 84 bedroom hotel.

The hotel is let to Travelodge Hotels Ltd with 21 years unexpired.

The rent is subject to five yearly RPI linked rent reviews (uncapped).

The three retail units are let to: Post Office Ltd, The John Lewis Partnership (Waitrose) and London Borough of Bexley.

Value: £10.00m

“We have worked with Knight Frank's Specialist Investment team whilst reviewing a number of assets for our Long Income Property Unit Trust. They continually provide excellent and honest advice and we look forward to working with them more in the future.”

Matthew McDonald

Fund Manager, Knight Frank Investment Management



14

ARUNDEL GATE, SHEFFIELD

Client: Mayer (Arundel Gate)

Sector: Car Park & Leisure

Activity: Disposal of the freehold interest of a 672 space multi-storey car park and leisure facility. The property is let to a mix of tenants with a WAULT of 42.9 years (39.8 to breaks). The car park is let to NCP Ltd accounting for 62% of the property's income; the rent is subject to annual 2.5% fixed rental increases.

Value: £21.30m



15

BRISTOL MHA

Client: LaSalle Investment Management

Sector: Healthcare

Activity: Acquisition of the freehold interest in a 75 bedroom care home.

The home is let to Methodist Homes, with 31 years unexpired. The rent is subject to annual RPI linked rent reviews (2.5% collar and 5.0% cap).

Value: £15.30m



16

Z HOTEL, PICCADILLY, LONDON

Client: Aprirose

Sector: Hotels

Activity: Disposal of the freehold interest in a 112 bedroom hotel.

The hotel is let to Z Hotels Ltd with approximately 44 years unexpired.

The rent is subject to annual RPI linked rent reviews (2.0% collar and 5.0% cap).

Value: £46.00m

“Knight Frank has assisted us in identifying key market trends and acquisition opportunities. We have transacted in excess of £1billion in 30 deals with the team and have an excellent working relationship with them.”

Manish Gudka

Managing Director, Aprirose

OUR PEOPLE

The Knight Frank Specialist Property Investment team is supported by our professional and agency teams who are all market leaders in their field. In addition, we regularly join forces and collaborate with our wider UK regional network and overseas presence. Combine this with our personal, impartial advice, we believe the service we provide is unrivalled.

Knight Frank has positioned itself at the forefront of the specialist property market, having identified these sectors as one of the most significant areas of growth over a decade ago.

Our Specialist Property Group cover Investment, Automotive Property, Energy, Hotels, Healthcare, Institutional Consultancy and Student Property to provide a full menu of expert knowledge including business valuations, transactions, sale & leaseback, development, landlord & tenant and research on every type of asset and registration type within the relevant sectors.

Knight Frank's unique selling point is that we fully appreciate the business nuances and act for the majority of the UK's operators, lenders, funds, institutions, property companies and developers.

We are passionate about our sectors and are resolutely focused on providing a best in class service to our clients. Our team consistently adds value by drawing on the significant resources available through our national network of industry specialists.



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