
Business Rates

Our Solutions, Your Savings

**Business Rates
Typically Equate to
approximately 50%
of Annual Rent**

What are Business Rates?

Business rates are a tax on the right to occupy commercial property and typically equate to approximately 50% of annual rent. As such, they represent one of the largest overheads for businesses and substantially impact on the profitability of many organisations.

How are Business Rates calculated?

Business rates are calculated by multiplying the 'rateable value' of a property by the uniform business rate (UBR). The 'rateable value' is the Valuation Office's estimate of a property's market rent at a set valuation date. We are currently in the 2017 Rating List with rateable values being based on a valuation date of 1st April 2015.

Rates calculator



See our unique online Rates calculator to provide you with an estimate of your current and future rates payable.

Rate audit



We can review all the historic payments back to 1990 to check your rate demands have been correctly calculated and claim any overpaid refunds.

What we do

In simple terms, we use our experience and knowledge of the rating system to mitigate your rate liabilities. The areas of work are identified as follows:

Challenge and appeal



Our rating experts can advise if there are grounds to challenge your rateable value and guide you through the complex appeal procedures introduced for the 2017 rating list. In order to initiate this process, ratepayers need to register on the government Gateway website.

Rates payment and management



We provide a full service for the payment and management of your rates for large or small portfolios together with all the necessary rating advice and supporting financial data and reporting.

Empty rates mitigation



In the event you are vacating a property or taking a phased occupation, we can help to ensure you benefit from the maximum amount of relief. In some instances, we can mitigate your liability by securing successive periods of relief.

Disturbance refunds



If your business is being affected by a nearby development, we can help you apply for rates relief and lodge appeals citing a material change in circumstance. The reduction will be applied for the period of the disturbance.

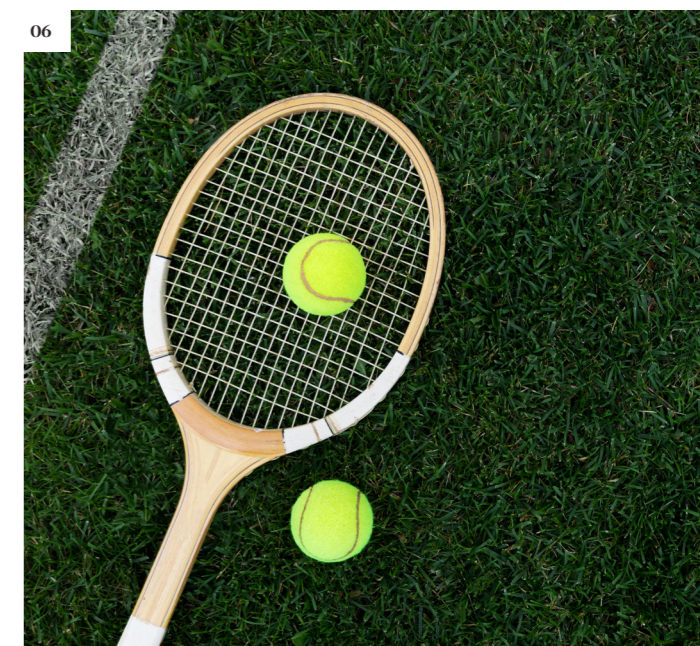
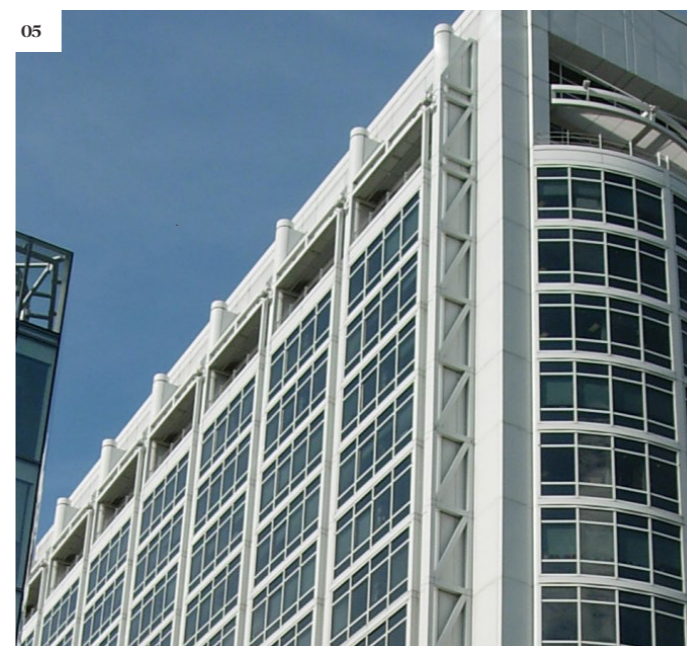
How we can help

Since Business rates are based on the Valuation Office's estimate of the annual rental of a property, the calculation is open to challenge. The Knight Frank Business Rates team consists of both chartered surveyors, rate payment and audit specialists, drawing on over 50 years of experience in managing the complexities of the rating system. Our role is to actively seek to reduce your rate liabilities, ultimately placing your company in a better financial position.

Covid-19 Check/Appeal



The current outbreak is considered by us to be a significant material change which could qualify for an allowance. However, claims are time sensitive early contact with us is advisable.



01

Client: Investec
Location: Gresham Street, City of London
Service: Full Business Rates Service
Result: 2010 rating list successfully negotiated. Total savings secured: £1.2 million

02

Client: Metro Bank
Location: National - 60 branches
Service: Full Business Rates Service
Result: 80 successful appeals and relief applications completed generating savings of £3.6 million

03

Client: KPMG
Location: 15 Canada Square, Canary Wharf
Service: Full Business Rates Service
Result: Appeals settled to merge 15 Canada Square and 30 North Colonnade assessments generating savings £2.6 million

04

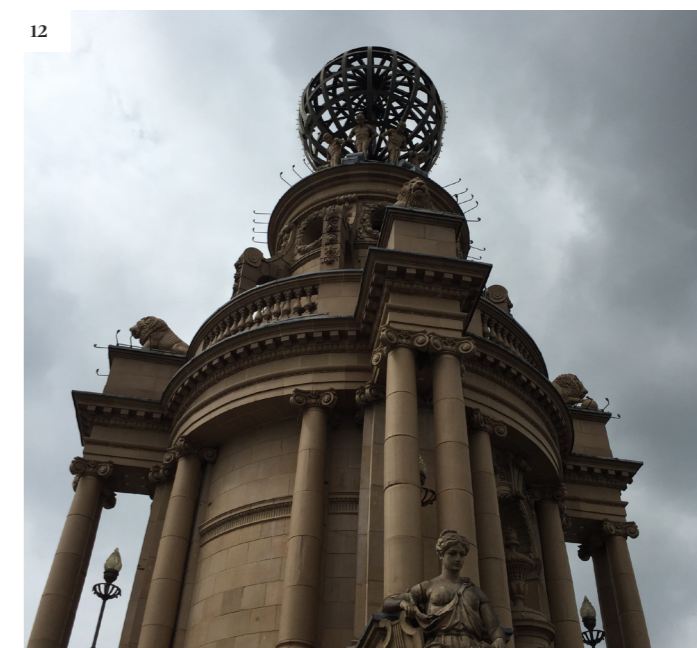
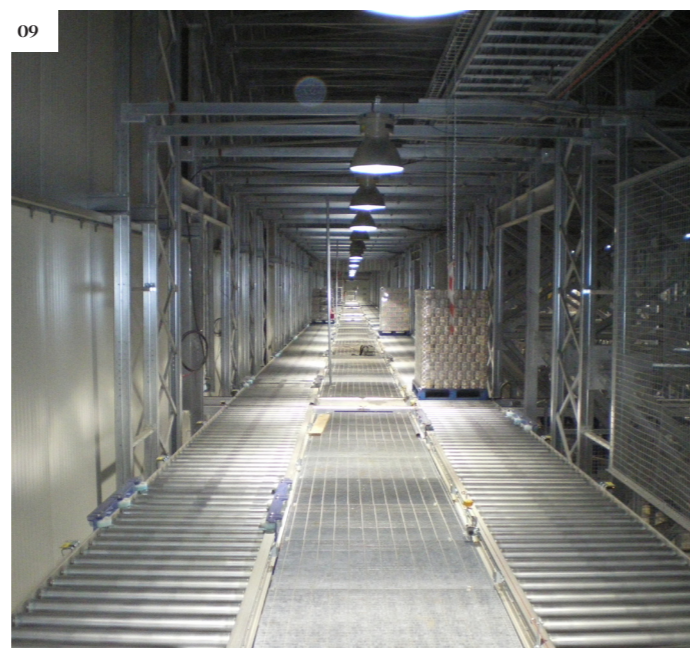
Client: Clintons Cards
Location: National - 400 stores
Service: Full Business Rates Service
Result: Rate Payment and appeal service across this national retailer

05

Client: British Land / Storey
Location: Central London Offices
Service: Full Business Rates Service
Result: Rate payments and appeal savings on this new serviced office provider

06

Client: All England Lawn Tennis Club
Location: Wimbledon, London
Service: Appeal service
Result: Providing appeal savings and liability estimates for this client for the last 15 years



07

Client: Quintain
Location: Wembley
Service: Full Business Rates Service
Result: Since 2013 secured total savings of £2.2 million

08

Client: Smurfit Kappa
Location: National - 29 Sites
Service: Rating Appeal Service
Result: 13 successful appeals and relief applications completed generating savings of £1.5 million

09

Client: Partner Logistics
Location: 2 Sites - Gloucester & Wisbech
Service: Rating Appeal Service
Result: Both Appeals successful removing plant from Assessments. 14% reduction in RV. Overall savings of £ 1 million

10

Client: Dalkia/EDF
Location: Durham
Service: Rating Appeal Service
Result: New Biomass Power Plant negotiated RV at 30% less than comparable stations

11

Client: Motorpoint
Location: Instructed on 11 Sites
Service: Rating Appeal Service
Result: Savings over Two Rating Lists of £1.25 million

12

Client: English National Opera [ENO]
Location: The London Coliseum
Service: Rating Appeal Service
Result: Successful with 30% reduction in RV

Why Knight Frank?

Knight Frank is the leading independent global commercial property consultancy where your business is our priority. Established over 100 years ago, we insist on transparency, clarity and excellence in the service we provide to our clients; you can be confident that your needs will be met by a wealth of expertise at every stage.

Our market leading rating team offer an unrivalled level of knowledge, experience and success in their field. As a national service line we are well positioned to ensure our clients' needs are met without compromise, regardless of location. As a Knight Frank client you enjoy the benefit of a dedicated case handler, acting on your behalf and representing your interest at every stage of the process.

Our services

Effective management of your Business Rates can generate significant savings. Our comprehensive rating service can be tailored to your requirements with our complete Mitigation Strategy covering the following services:

A Complete Business Rates Mitigation Strategy

Rate Assessment Review

- Determine if the rating assessment is legally valid.
- Ensure the accommodation matches the assessment both in terms of area and demise.
- Review the rateable value using our extensive market knowledge.
- Challenge excessive assessments and secure reductions.
- Full representation at the Tribunal Service Hearings.
- Provision of Expert Witness service at Tribunal Hearings
- Monitor and react to any changes to the property or surroundings over the life of the rating list.

Rate Account Management

- Forensic rate audit on past payments.
- Identify and secure all relief's and exemptions.
- Providing empty rate mitigation strategies.
- Full treasury facility with payments by Knight Frank's Accountant team.
- 24/7 web access to live rate liability position on each property across the portfolio.
- All refunds tracked, secured and validated.
- Full representation at the Magistrates Court where invalid demands are contested.

Our clients

We are proud to advise some of the leading organisations in the United Kingdom. Our relationship with our clients is at the core of our service. Through regular meetings, we can ensure that strategic rates advice is provided on all property decisions. Our successful track record is shown on our case studies across this report.

Please see below some of the organisations we represent.

AELTCC (Wimbledon)
Almacantar
Ambac Assurance
Arlington
AVAYA
Aviva Investors
BGC Partners
Big Lottery Fund
Boodle Hatfield
Brevan Howard
British Land
Brunwood Estate
Cheval
Cleary Gottlieb
Cooley
Crown Estate
Cyxtera Technologies
Government Legal Department
Hammerson
Helical Bar
Henderson Global Investors
Holland & Holland
Intel Corporation
Investec
JM Finn
KPMG LLP

Liberium Capital
McAleer & Rushe Group
Metro Bank
Minerva
MoneyGram
National Science Museums
National Union of Teachers
NESTA
Orion Capital Partners
Orrick
Osborne Clarke
Palace Capital
Pentland Group
Qatari Diar
Quintain
Reed Smith LLP
Smurfit Kappa
Stephenson Harwood
St Jame's Place
Telehouse
The Garden Centre Group
Thomas Miller
Q Park
Wellington Management
WSP

2023 revaluation, are you ready?

The next rating list will come into force on 1st April 2023 with a valuation date of April 2021 for England & Wales and April 2022 for Scotland. As one of the leading commercial agencies we have an a detailed knowledge of the rental market and can advise on the expected change in your rates following the revaluation.

Testimonials

"We have retained Knight Frank as our business rates advisor for many years, and have always found them to be professional, proactive and efficient. They have a thorough and detailed knowledge of our estate, and always have the answer to hand if I ask about a particular property. I have full confidence that our rates liability is managed as efficiently as possible."

Michael Jenkins, Finance Director
Quintain

"We have been using Knight Frank's rating team since October 2013. We have found the team responsive and they are very much on top of dealing with any mitigation required and at the same time working through our portfolio to ensure any bills received are correct."

Richard Starr, Executive Director, Head of Property
Palace Capital

"We have used Knight Frank's rating service over the last 10 years and we have always been impressed at their professionalism and the level of savings they have secured. We have no hesitation in recommending them."

Tony Grimes, Head of Facilities
Investec

"For Henderson Global Investors, active management of Business Rates is one of the key components in controlling our accommodation cost base. We use Knight Frank, and have for many years, because of the results they achieve on our behalf. They are proactive, innovative and consistent, and we believe, the number one firm for Business Rates."

Fred Kinahan, Head of Facilities Management
Henderson Global Investors

Our specialist national team

Our specialist team have a National reach and are happy to offer advice, give us a call to discuss today.



Keith Cooney
National Service Line Head
+44 203 826 0668
keith.cooney@knightfrank.com

National Enquiry Desk

020 7861 1247
ratingenquiries@knightfrank.com
For further information [knightfrankrating.com](https://www.knightfrankrating.com)





 @KnightFrank
knightfrank.co.uk

Connecting people &
property, perfectly.

Important Notice

This general report is provided strictly on the basis that you cannot rely on its contents and Knight Frank LLP (and our affiliates, members and employees) will have no responsibility or liability whatsoever in relation to the accuracy, reliability, currency, completeness or otherwise of its contents or as to any assumption made or as to any errors or for any loss or damage resulting from any use of or reference to the contents. You must take specific independent advice in each case. It is for general outline interest only and will contain selective information. It does not purport to be definitive or complete. Its contents will not necessarily be within the knowledge or represent the opinion of Knight Frank LLP. Knight Frank LLP is a property consultant regulated by the Royal Institution of Chartered Surveyors and only provides services relating to real estate, not financial services. It was prepared during the period September 2018. It uses certain data available then, and reflects views of market sentiment at that time. Details or anticipated details may be provisional or have been estimated or otherwise provided by others without verification and may not be up to date when you read them. Any forecasts or projections of future performance are inherently uncertain and liable to different outcomes or changes caused by circumstances whether of a political, economic, social or property market nature. Prices indicated in any currencies are usually based on a local figure provided to us and/or on a rate of exchange quoted on a selected date and may be rounded up or down. Any price indicated cannot be relied upon because the source or any relevant rate of exchange may not be accurate or up to date. VAT and other taxes may be payable in addition to any price in respect of any property according to the law applicable. © Knight Frank LLP 2018. All rights reserved. No part of this report may be copied, disclosed or transmitted in any form or by any means, electronic or otherwise, without prior written permission from Knight Frank LLP for the specific form and content within which it appears. Each of the provisions set out in this notice shall only apply to the extent that any applicable laws permit. Knight Frank LLP is a limited liability partnership registered in England with registered number OC305934 and trades as Knight Frank. Our registered office is 55 Baker Street, London W1U 8AN, where you may look at a list of members' names. Any person described as a partner is a member, consultant or employee of Knight Frank LLP, not a partner in a partnership. CT3531