

OUR NETWORK AND EXPERIENCE



SPECIALIST PROPERTY SECTORS  
AUTOMOTIVE





Knight Frank's specialist Automotive team is a leading advisor to the automotive and roadside property sectors. We operate across the UK and Europe, advising occupiers, developers, landlords and lenders on car dealership, service area, petrol station and roadside retail assets. We provide unparalleled advice and support to our clients and back this up with industry-leading technology and market research.

We are supported by a network of 79 Knight Frank offices across the UK offering local knowledge that simply does not exist at the majority of other real estate practices. Combine this with our personal, impartial and tailored advice and the service is truly unrivalled.

We ensure that value from automotive property assets is maximised at all levels. Our clients' trust is our primary goal, which is achieved through providing clear and honest advice, adopting a pro-active approach, and by continually exceeding expectations.

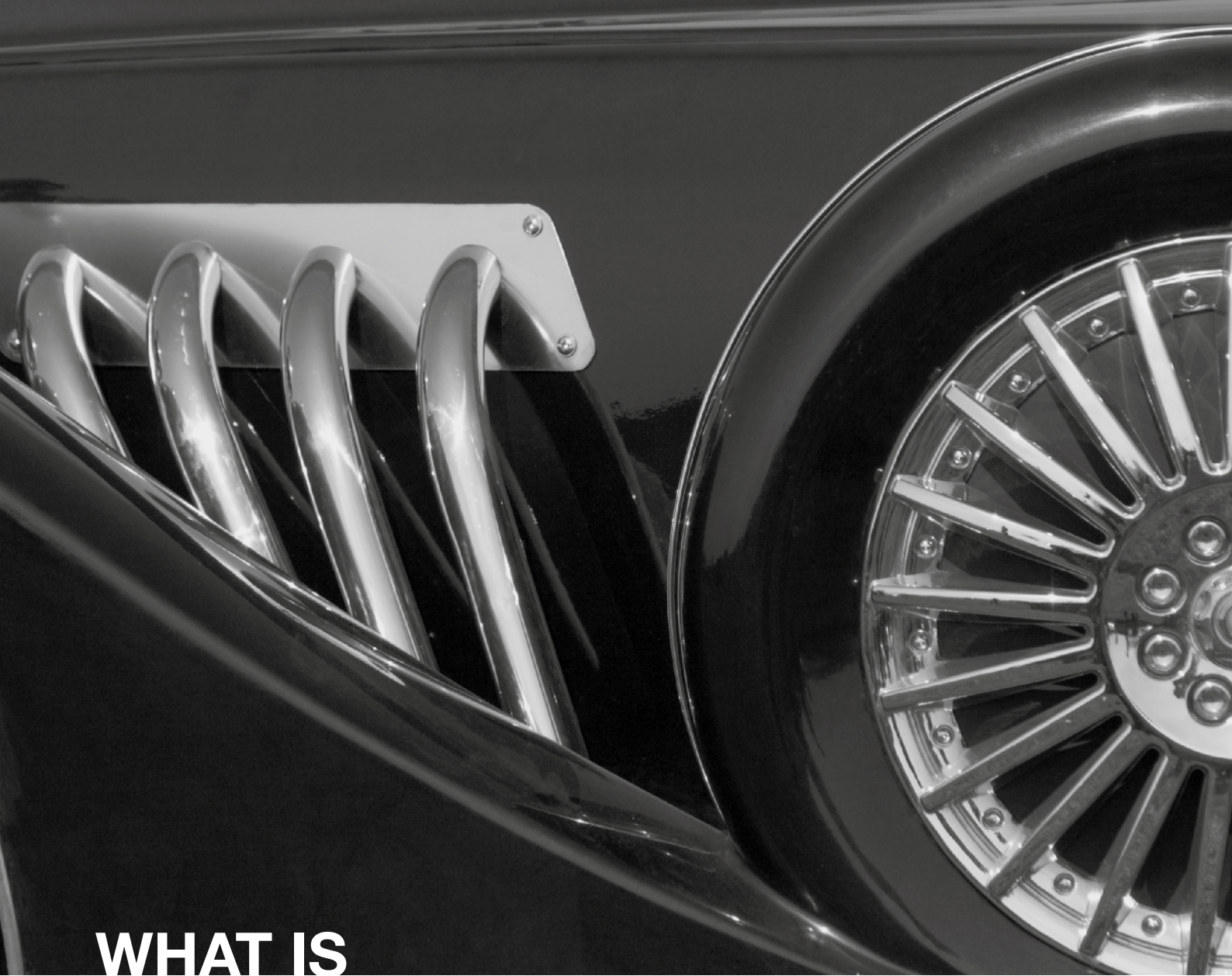


**Adam Chapman**  
Head of Automotive

**“.....the rare ability to provide both an occupational perspective as well as detailed investment advice”**

**John Humberstone,**  
Orchard Street Investment Management





# WHAT IS AUTOMOTIVE PROPERTY?

*“.....outstanding property advisors with a complete understanding of all aspects of the service area market - advice is simply best in class”*

**Rory Hardick,**  
M3 Capital Partners

## CAR DEALERSHIPS

Franchised car dealership property in the UK has a total asset value of over £5bn. Knight Frank Automotive has excellent relationships with leading manufacturers as well as dealer groups. Unlike typical mainstream property assets, the influence of the incumbent manufacturer franchise, and the power of the brand, cannot be understated, and indeed this often truly drives value. An in-depth understanding of Corporate Identity standards, market territories and specific property requirements is therefore imperative, and requires genuine expert advice.



## PETROL STATIONS AND SERVICE AREAS

This sector has a UK 'bricks and mortar' market value in the order of £7bn and has seen a considerable amount of activity in recent years. Within the petrol station sector there has been huge consolidation alongside the mass exit of major Oil Companies from the retailing arena, instead focusing on upstream activities. This has presented unprecedented opportunities for petrol retailers to expand aggressively. The Service Area sector is much smaller, but conversely individual asset values are far higher (typically over £20m). Knight Frank Automotive is widely regarded as the leading advisor in this highly niche field, having provided advice on over 75% of the UK network, as well as overseas assets.

## ROADSIDE RETAIL

Knight Frank Automotive has vast experience dealing with all roadside retail assets, which can range from tyre and exhaust centres to drive-thru coffee units and fast food outlets. The foodstore convenience store sector in particular has seen significant growth and we have strong relationships and experience in dealing with the major operators across the industry. In particular the team are highly skilled in identifying new development opportunities whether on brownfield land or through conversion of existing property.



# OUR SERVICES



Unlike traditional real estate advisory teams that focus on a single discipline, Knight Frank Automotive offers the full spectrum of agency and consultancy services, including:

- ◆ Investment Transactions
- ◆ Occupational Agency
- ◆ Portfolio Reviews & Valuations
- ◆ Bank Valuations
- ◆ Due Diligence for Business Acquisitions
- ◆ Site Finding
- ◆ Development Consultancy
- ◆ Lease Renewals & Surrenders
- ◆ Rent Reviews & Lease Consultancy

We have an extensive track record of dealing with large-scale portfolios and individual assets, whether for major institutions or private clients.



*".....genuine automotive specialists. We have been delighted with the work they have undertaken for us"*

**Peter Griffiths,**  
Renault UK





01



02



04



03



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## RECENT TRACK RECORD

### 01 Woolley Edge Motorway Service Area

**Client** Orchard Street IM  
**Role** Acquisition of the freehold interest as an investment.  
**Value** c. £35m

### 02 Elms BMW Portfolio

**Client** Bedfordia Group  
**Role** Disposal of three BMW businesses including property assets.  
**Value** c. £30m

### 03 Audi Milton Keynes

**Client** F&C  
**Role** Valuation advice in respect of the acquisition of the investment.  
**Value** c. £10.75m

### 04 Aurora Portfolio

**Client** Lightstone Properties  
**Role** Disposal of three prime dealership investment assets.  
**Value** c. £8m

### 05 Cornwall Services

**Client** Cornish Gateway Services  
**Role** Sole development and letting advisor in major service area scheme.  
**Value** c. £14m

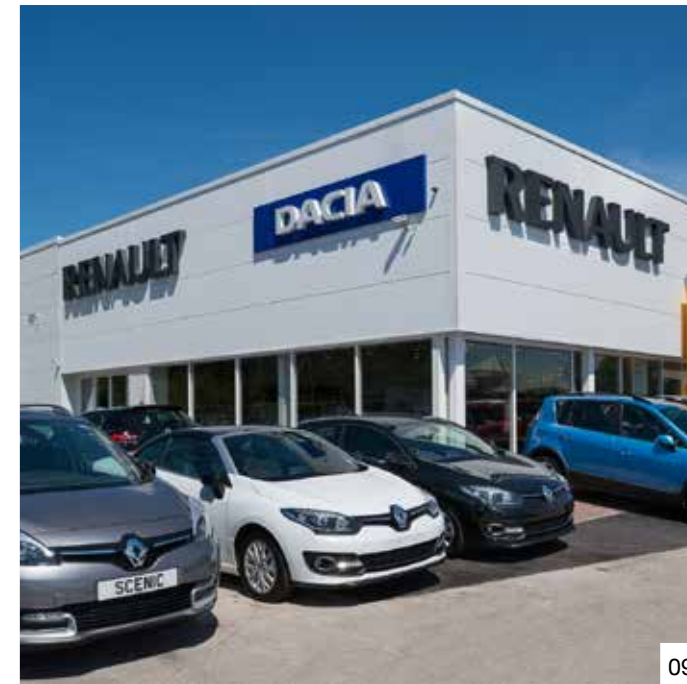
*".....have added genuine value to our UK real estate, working with a personal, efficient and professional approach at all times"*

**Daniel McHenry**  
 Group 1 Automotive





06



09



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07



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## RECENT TRACK RECORD

### 06 Welcome Break Portfolio

**Client** Extra MSA Group  
**Role** Formal valuation advice on a portfolio of nine assets.  
**Value** Confidential

### 07 Norton Canes Services

**Client** Midland Expressway Limited  
**Role** Expert investment strategy and performance advice.  
**Value** Confidential

### 08 BMW MINI Tring

**Client** Lightstone Properties  
**Role** Disposal of prime dealership investment to a UK fund.  
**Value** c. £7.5m

### 09 Renault - Nationwide

**Client** Renault UK  
**Role** Retained property advisor on network reorganisation in the UK.  
**Value** N/A

### 10 Co-Operative PFS Portfolio

**Client** BlackRock  
**Role** Acquisition of four prime petrol investment assets.  
**Value** c. £11m

### 11 Sainsbury's PFS

**Client** Wesleyan  
**Role** Acquisition of prime new-build investment for an insurance society.  
**Value** c. £2.5m

## YOUR GLOBAL PROPERTY PARTNER

*The four ingredients which set Knight Frank apart are our independence, our global network, and our commercial and residential platforms.*

Through our US alliance with Newmark Grubb Knight Frank we have grown to a group of over 12,000 property professionals, in more than 370 offices in 55 countries. Being a partnership allows us to put our clients first, we focus on giving them the best advice

and putting long term relationships before short term wins. Trust and integrity are everything.

Working with private individuals, developers, investors, banks, corporate occupiers and public sector bodies we provide a range of agency, investment and professional consultancy services which are supported by our dedicated market research teams.

The combination of our people, research and technology has helped us grow our enviable track record and that's why clients come back to us for their personal and professional property requirements.

### OUR SERVICES

- Agency
- Building Consultancy
- Business Rates
- Capital Markets
- Development Consultancy
- Facilities Management
- Global Corporate Services
- Lease Advisory
- Planning
- Project Management

- Property Asset Management
- Residential Development
- Restructuring & Recovery
- Specialist Sectors
- Sustainability & Energy Consultancy
- Tenant Representation
- Valuations
- Workplace Consultancy

### OUR AREAS OF EXPERTISE

- Automotive
- Healthcare
- Hotels
- Logistics & Industrial
- Offices
- Public Sector
- Residential
- Retail & Leisure
- Rural & Agricultural
- Student Property



THE **COMBINATION**  
OF OUR **PEOPLE, RESEARCH AND TECHNOLOGY**  
HAS HELPED US **GROW** OUR ENVIABLE  
TRACK RECORD

#### AFRICA

Botswana  
Kenya  
Malawi  
Nigeria  
South Africa  
Tanzania  
Uganda  
Zambia  
Zimbabwe

#### AMERICAS

Argentina  
Brazil  
Canada  
Chile  
Colombia  
Mexico  
Peru  
The Caribbean  
USA

#### ASIA PACIFIC

Australia  
Cambodia  
China  
Hong Kong  
India  
Indonesia  
Japan  
Malaysia  
New Zealand  
Singapore  
South Korea  
Taiwan  
Thailand

#### EUROPE

Austria  
Belgium  
Cyprus  
Czech Republic  
France  
Germany  
Ireland  
Italy  
Monaco  
Netherlands  
Poland  
Portugal  
Romania  
Russia  
Spain  
Switzerland  
United Kingdom

#### MIDDLE EAST

Kingdom of Saudi Arabia  
United Arab Emirates

## OUR PEOPLE



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The Knight Frank network consists of Knight Frank LLP and its direct subsidiaries which provide services in the UK and an international network of separate and independent entities or practices providing services internationally.



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