

CENTRAL LONDON TENANT REPRESENTATION

Legal Sector Track Record

Knight Frank





DEDICATED ADVISORS

Delivering real estate cost savings for law firms
through strategic advice and impartial negotiation

The Central London Tenant Representation team at Knight Frank offers a refreshingly different approach by exclusively advising tenants in the Central London office market. We provide strategic advice in relation to the occupation and acquisition of commercial property.

Our approach includes but is not limited to the following advice:

- ♦ Full market research and analysis, including review of off-market opportunities
- ♦ Financial modelling and forecasts
- ♦ Negotiation of optimum lease terms on new leases and lease renewals (including incentives, lease term, rent etc)
- ♦ Advice on alienation and rent review provisions
- ♦ Audit of service charges
- ♦ Mitigating and minimising your current and on-going business rates liabilities
- ♦ Maximising working efficiencies through optimum space planning solutions
- ♦ Sourcing and managing contractors for fit outs and refurbishments
- ♦ Advice and support on 'yielding up' – advising on your repair and reinstatement obligations at the end of your lease, conducting relevant surveys and negotiating on your dilapidations claims



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Trowers & Hamlins



Property:	3 Bunhill Row, EC1
Size:	100,000 sq ft
Project Brief:	Strategy & Lease Acquisition
Outcome:	<ul style="list-style-type: none">♦ Off-market acquisition of new self-contained headquarters building in edge of City core location♦ Reduced capital expenditure through retention of elements of existing legal fit out♦ Highly competitive rent and lease incentive package♦ Flexibility on future expansion through the acquisition of an overriding lease with existing sub-tenancies

Stephenson Harwood



Property:	1 Finsbury Circus, EC2
Size:	150,000 sq ft
Project Brief:	Strategy, Lease Acquisition & Project Management
Outcome:	<ul style="list-style-type: none">♦ Acquisition of new headquarters building in prime City core location♦ Rent and lease incentive package offered unrivalled value given quality of refurbishment and core location♦ Protection on level of future reviews♦ Knight Frank successfully project managed fit out works

Orrick



Property:	107 Cheapside, EC2
Size:	45,000 sq ft
Project Brief:	Strategy & Lease Acquisition
Outcome:	<ul style="list-style-type: none">♦ Significant market rent free package♦ 'Best' floors secured at the top of the building♦ Excellent flexibility negotiated within lease including expansion rights♦ Incentive package partially converted to fund fit out works

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Freshfields Bruckhaus Deringer



- Property: Northcliffe House, Tudor Street, EC4
- Size: 190,000 sq ft
- Project Brief: Strategy & Lease Acquisition
- Outcome:
- ♦ Significant expansion space acquired immediately adjacent to existing headquarters at 65 Fleet Street, EC4
 - ♦ Lease allowed two buildings to be 'merged' to create a single global headquarters in the heart of Midtown
 - ♦ Knight Frank has successfully disposed of other leasehold and freehold assets for client to complete portfolio strategy

Fried Frank



- Property: 99 City Road, EC1
- Size: 35,000 sq ft
- Project Brief: Strategy & Lease Acquisition
- Outcome:
- ♦ Full market strategy involving analysis of 'stay' and 'move' options - successful lease re-gear of top floors within building
 - ♦ Low passing rent retained for extended period and large rent free package
 - ♦ Significant value retained within existing fit out and furniture

Reed Smith



- Property: The Broadgate Tower, EC2
- Size: 180,000 sq ft
- Project Brief: Strategy & Lease Acquisition
- Outcome:
- ♦ 'Trophy' floors successfully secured within landmark tower building on Broadgate estate
 - ♦ Knight Frank was subsequently instructed to market legacy space from corporate merger

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Cadwalader



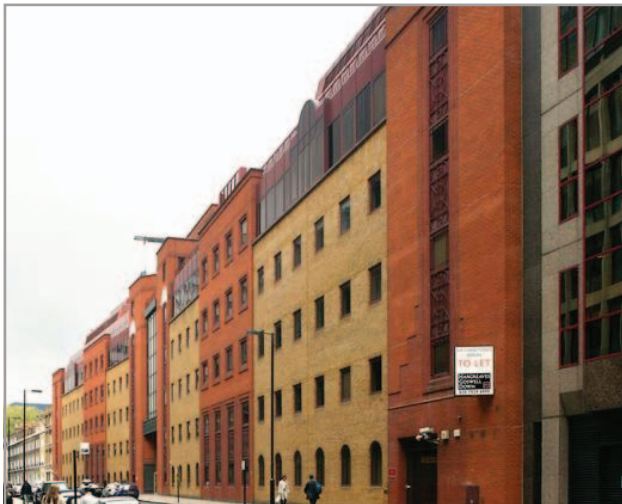
Property:	Dashwood, 69 Old Bond Street, EC2
Size:	18,000 sq ft
Project Brief:	Strategy, Lease Acquisition & Project Management
Outcome:	<ul style="list-style-type: none">♦ Contiguous tower floors acquired in Land Securities development in the City core♦ Knight Frank successfully project managed and delivered Cat B fit out on behalf of the client

Greenberg Traurig Maher



Property:	200 Gray's Inn Road, WC1
Size:	18,000 sq ft
Project Brief:	Strategy & Lease Acquisition
Outcome:	<ul style="list-style-type: none">♦ Lease acquisition of top floor within landmark Foster designed ITV headquarters building in Midtown♦ Attractive rent and lease and incentive package♦ Further cost savings delivered through acquisition of partially fitted out and furnished space

The College of Law



Property:	Graville House, Bunhill Row, EC1
Size:	80,000 sq ft
Project Brief:	Strategy & Lease Acquisition
Outcome:	<ul style="list-style-type: none">♦ Off-market opportunity in edge of City core location♦ Highly complex site purchase and planning permission including the acquisition of multiple land interests♦ Cost effective solution with significant expansion space

“Knight Frank helped us to assess our strategic property options and their financial and business consequences, from remaining in situ and extending our lease through to a total relocation. They worked closely with us throughout and impressed in the way they got to know our business and culture and reflected this in their advice, which was pro-active and commercial.”

Clive Ruse,
Chief Operating Officer, Stephenson Harwood



Knight Frank offers a comprehensive range of services to commercial occupiers:

- ◆ Workplace consultancy
- ◆ Project management
- ◆ Business rates
- ◆ Lease advisory
- ◆ Building consultancy
- ◆ Research
- ◆ Residential corporate services
- ◆ Global corporate services
- ◆ Leasing/agency
- ◆ Occupier property management

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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