



UK PROPERTY SERVICES
SPECIALIST PROPERTY INVESTMENT



WELCOME

Knight Frank has positioned itself at the forefront of the specialist property market.

We have worked hard to create the pre-eminent offering in this exciting new arena with a range of specialist sector advisory teams combined with a dedicated specialist property investment team.

This structure offers our clients a unique blend of best-in-class sector knowledge, combined with a capital markets approach, providing the advice needed to make the right investment decisions. We strive to give our clients the best advice, designed to maximise value, delivered with energy and professionalism.

The Specialist Property Investment team covers a wide spectrum of sectors including:

- ◆ Automotive Property
- ◆ Car Parks
- ◆ Educational Property
- ◆ Energy & Waste
- ◆ Garden Centres
- ◆ Healthcare
- ◆ Hotels
- ◆ Student Property



Shaun Roy
Head of Specialist Property Investment



01



02



03



04

01
**Premier Inn London,
Gatwick Manor Royal**

Client BlackRock

Sector Hotels

Activity Acquisition of the freehold interest in a 206-bed Premier Inn hotel. 32 years unexpired and annual CPI reviews with cap and collar of 2.00% and 6.00%.

Value £26.5 million

02
**Travelodge,
Sheffield Central**

Client LPA Receivers

Sector Hotels

Activity Disposal of the long leasehold interest in a 114-bed Travelodge hotel. 18 years unexpired and uncapped RPI linked rent reviews every five years.

Value £4.2 million

03
**UNITE Portfolio,
Newcastle**

Client Aviva Investors

Sector Student Property

Activity Disposal of two student accommodation blocks comprising of a total of 456-bedrooms let to UNITE for a further 19.5 years with annual uncapped RPI rent reviews.

Value £23.1 million

04
**The Homsted,
Caterton Oxfordshire**

Client AXA

Sector Healthcare

Activity Acquisition of the freehold interest in a 68-bed care home, let to MHA with a further 29.5 years, subject to annually paid RPI linked rent reviews (2.50% collar, 5.00% cap).

Value £9.3 million

MADELAYNE COURT, CHELMSFORD

Client Apriose

Sector Healthcare

Activity Disposal of the freehold interest in a 112-bed care home in Chelmsford. Let to Runwood Homes Ltd with 24.5 years unexpired and annual RPI linked rent reviews.

Value £12.3 million



“Knight Frank has assisted us in identifying key market trends and acquisition opportunities. We have transacted in excess of £450 million in over 15 deals with the team and have an excellent working relationship with them.”

Manish Gudka
Managing Director,
Apriose



05



06



08



07



09

05
BBC Drama Village,
Cardiff

Client Igloo
Sector Drama studio
Activity Disposal on a forward funding basis of a bespoke drama studio for the BBC. Let to the Government for 25 years with five yearly RPI linked rent reviews.
Value £43.6 million

06
Travelodge,
Learmonth, Edinburgh

Client M&G
Sector Hotels
Activity Disposal of the heritable interest in a 64-bed Travelodge hotel with 33.5 years unexpired and five-yearly uncapped RPI linked rent reviews.
Value £7.7 million

07
Project Wesley,
Bristol and Gloucester

Client L&G
Sector Healthcare
Activity Acquisition of the freehold interest in two care homes in Bristol and Gloucester. Let to MHA with 30 years unexpired and annual RPI linked rent reviews.
Value £11.2 million

08
Imperial Gate,
Cardiff

Client LaSalle Investment Management
Sector Hotels
Activity Disposal of the freehold interest in a 100-bed Travelodge hotel, together with three ground floor leisure units. The AWULT across the property is 22.5 years with the majority of the income subject to RPI linked rent reviews.
Value £12 million

09
Honda Dealership,
Bracknell

Client Aberdeen Asset Management
Sector Car Showroom
Activity Acquisition of the freehold interest in the Honda Dealership. Located at the eastern gateway to Bracknell, in close proximity to the M3. 18 years unexpired with increases of 2.50% per annum, compounded five yearly.
Value £5.2 million

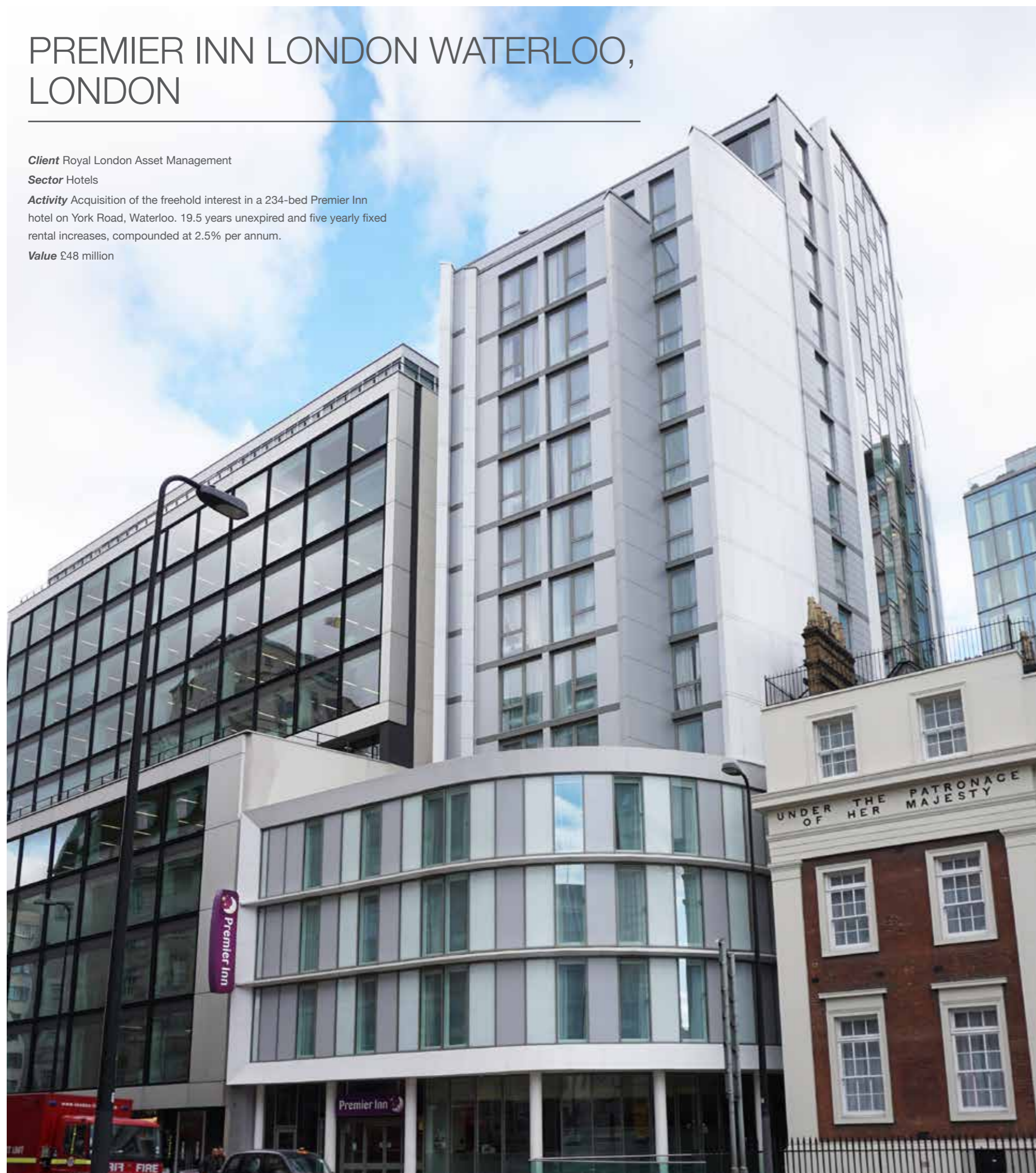
PREMIER INN LONDON WATERLOO, LONDON

Client Royal London Asset Management

Sector Hotels

Activity Acquisition of the freehold interest in a 234-bed Premier Inn hotel on York Road, Waterloo. 19.5 years unexpired and five yearly fixed rental increases, compounded at 2.5% per annum.

Value £48 million



"We have worked with the Knight Frank team to identify high quality real estate opportunities. We value the team's insight into these specialist markets and have been impressed by their proactive attitude towards and involvement in the transaction process. We look forward to working more closely with the team moving forward."

Andrew Johnston
Fund Manager,
Royal London Asset Management



10



11



12



13

10
Co-Operative Convenience & Petrol Filling Station Portfolio, UK

Client BlackRock
Sector Automotive
Activity Acquisition of the long leasehold interest in a portfolio of four co-operative convenience stores and petrol filling stations. Located in Washington, Doncaster, Sheffield and Norwich. WAULT of 18.75 years and subject to 2.50% per annum fixed rental increases.
Value £10.8 million

11
Woolley Edge Motorway Service Area, West Yorkshire

Client Orchard Street
Sector Automotive
Activity Acquisition of the freehold interest in the Woolley Edge Motorway Service Area. Located on a prime section of the M1 between Junctions 38 and 39. Unexpired term of 11 years with annual uncapped RPI linked rent reviews.
Value £35.1 million

12
Travelodge, London Kings Cross

Client CBRE Global Investors
Sector Hotels
Activity Acquisition of the freehold interest in a 408-bed Travelodge hotel. 27 years unexpired with five yearly uncapped RPI linked rent reviews.
Value £25.2 million

13
Academy Heights, Nottingham

Client Aberdeen Investors
Sector Student Property
Activity Acquisition of the freehold interest in a 449-bed student accommodation property on a funding basis. Let to Kaplan and is subject to annual rental increases linked to RPO plus 0.5% with a collar and cap of 2.00% and 5.00%.
Value £26.2 million

BERMONDSEY SQUARE, LONDON

Client Igloo Regeneration / Aviva Investors

Sector Hotel

Activity Disposal of the freehold interest of an 80-bedroom boutique hotel, located just off Bermondsey Street in the London Borough of Southwark. Let for a further 17.5 years with annually paid RPI linked rent reviews (1.00% collar, 4.00% cap).

Value £20.9 million

The
Bermondsey Square HOTEL

"We have worked with Knight Frank to identify funding solutions and exit strategies for several of our developments. We have found the team to be proactive, hardworking and balanced in the advice they provide both in terms of strategic thinking and solutions to transactional complications. The results they have achieved have always met or exceeded our expectations. We will continue to value their advice as we grow our business."

Peter Connolly
Development Director,
Igloo

OUR PEOPLE

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 investors, developers, private investors 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 are experienced in providing strategic advice on the composition of investor's funds and the optimum timing for future acquisitions or disposals.

The team has in excess of 25 years' experience in the capital markets arena and is continuing to build on their proven success.

HEAD OF SPECIALIST PROPERTY INVESTMENT



Shaun Roy
Partner, Head of Specialist Property Investment
shaun.roy@knightfrank.com
T: +44 20 7861 1222



Charles Fletcher
Associate
charles.fletcher@knightfrank.com
T: +44 20 7861 1450



Sam Farquharson
Surveyor
sam.farquharson@knightfrank.com
T: +44 20 7861 1143

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 12,500 property professionals, in more than 330 offices in 48 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.

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

OUR SERVICES

- Agency
- Building Consultancy
- Business Rates
- Capital Markets
- Development Consultancy
- Facilities Management
- Global Corporate Services
- Lease Advisory
- Planning
- Project Management
- Property Asset Management
- Restructuring & Recovery
- Sustainability & Energy Consultancy
- Tenant Representation
- Valuations
- Workplace Consultancy

OUR AREAS OF EXPERTISE

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

OUR SPECIALIST TEAM

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 Automotive Property, Hotels, Healthcare, Institutional Consultancy, Student Property and Specialist Property Investment departments 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 vicariously 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, are resolutely focused to providing a best-in-class service to our clients and consistently add value by thinking outside the box.



HEAD OF SPECIALIST PROPERTIES
& PROFESSIONAL SERVICES
Rupert Johnson
rupert.johnson@knightfrank.com
T: +44 20 7861 1284



SPECIALIST PROPERTY
INVESTMENT
Shaun Roy
shaun.roy@knightfrank.com
T: +44 20 7861 1222



AUTOMOTIVE PROPERTY
Adam Chapman
adam.chapman@knightfrank.com
T: +44 121 233 6426



GARDEN CENTRES
Richard Walters
richard.walters@knightfrank.com
T: +44 29 2044 0123



HEALTHCARE
Julian Evans
julian.evans@knightfrank.com
T: +44 20 7861 1147



HOTELS
Dominic Mayes
dominic.mayes@knightfrank.com
T: +44 20 7861 1086



INSTITUTIONAL PROPERTY
Emma Cleugh
emma.cleugh@knightfrank.com
T: +44 20 7861 5427



MARINAS
Hazel Morris
hazel.morris@knightfrank.com
T: +44 20 7861 1296



RESIDENTIAL
CAPITAL MARKETS
James Mannix
james.mannix@knightfrank.com
T: +44 20 7861 5412



STUDENT PROPERTY
James Pullan
james.pullan@knightfrank.com
T: +44 20 7861 5422



SUSTAINABILITY & ENERGY
CONSULTANCY
David Goatman
david.goatman@knightfrank.com
T: +44 20 7861 5109

Knight Frank

Global Headquarters

55 Baker Street

London W1U 8AN

United Kingdom

+44 20 7629 8171

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.



 @KnightFrank
KnightFrank.co.uk