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# Business Rates

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Our Solutions, Your Savings

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**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 1<sup>st</sup> April 2015.

### Rates calculator



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

### London heat map



See our heat map which gives an overview of the rates payable in the central London office submarkets.

## 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.

## 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



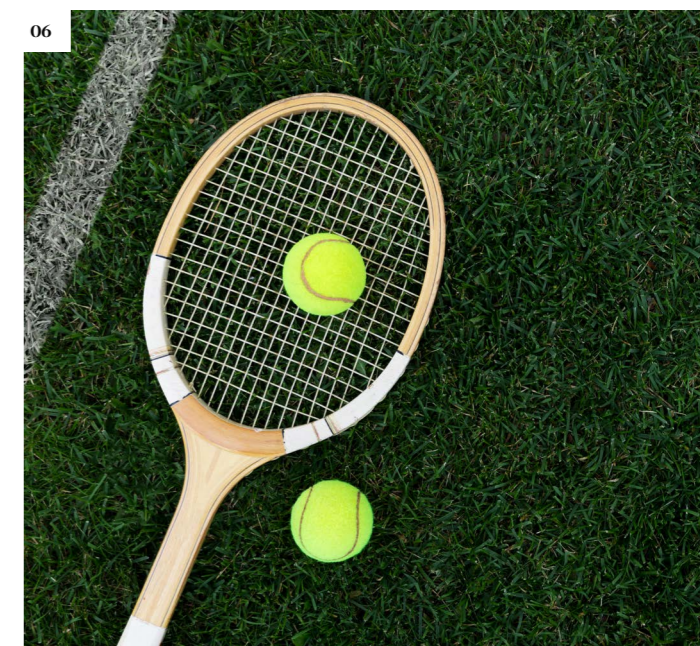
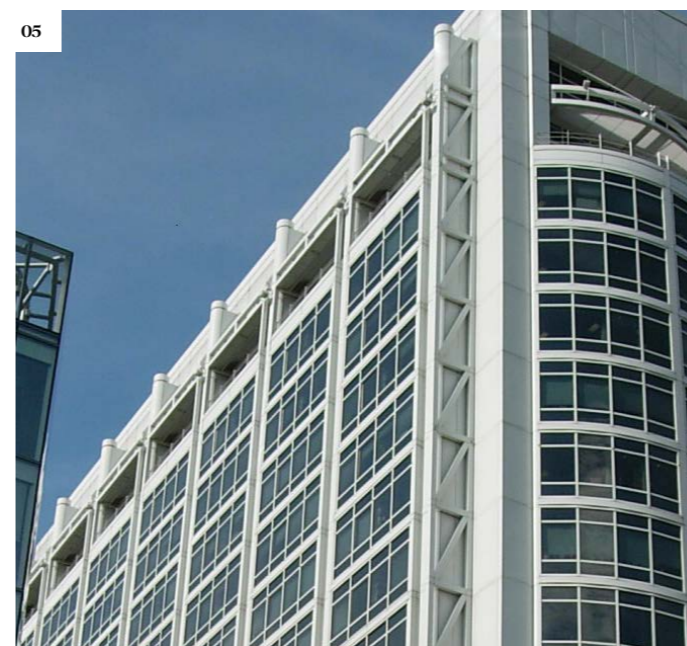
If your business is being affected by a nearby development, we can help you apply for rates relief and lodge appeals citing a material change in circumstance. The reduction will be applied for the period of the disturbance.

### 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.





## 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

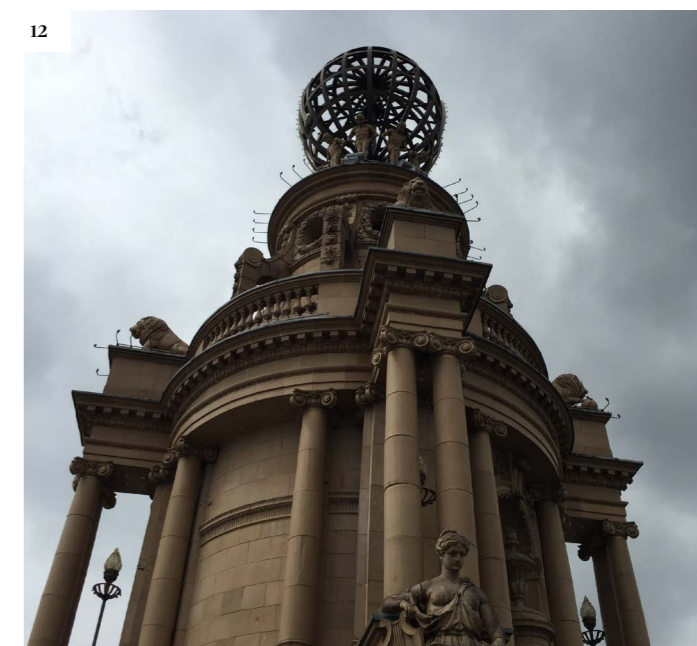
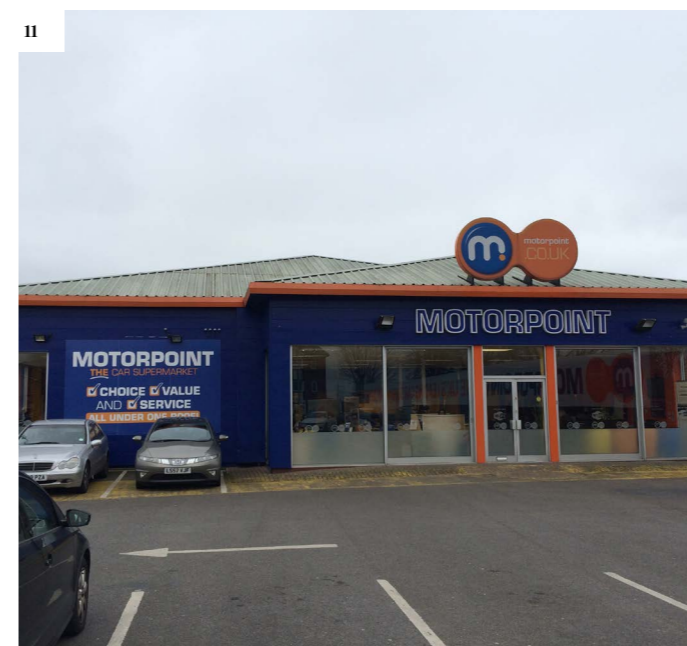
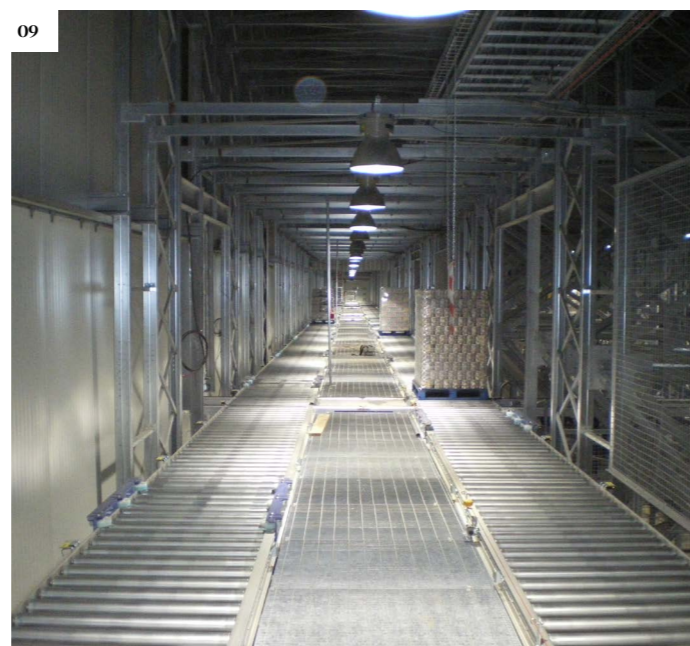
## 05

**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)	Liberium Capital
Almacantar	McAleer & Rushe Group
Ambac Assurance	Metro Bank
Arlington	Minerva
AVAYA	MoneyGram
BGC Partners	National Science Museums
Big Lottery Fund	National Union of Teachers
Boodle Hatfield	NESTA
Brevan Howard	Orion Capital Partners
British Land	Orrick
Bruntwood Estate	Osborne Clarke
Cheval	Pentland Group
Cleary Gottlieb	Public & Commercial Services Union
Clintons Cards	Qatari Diar
Cooley	Quintain Estate & Development
Crown Estate	Quintain Estate Plc
Government Legal Department	Reed Smith LLP
Hammerson	Smurfit Kappa
Helical Bar	Stephenson Harwood
Henderson Global Investors	The Garden Centre Group
Holland & Holland	Thomas Miller
Intel Corporation	Q Park
Investec	Wellington Management
JM Finn	
KPMG LLP	

## 2021 revaluation, are you ready?

The next rating list will come into force on 1st April 2021 with a valuation date of April 2019. 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.



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For further information [knightfrankrating.com](https://www.knightfrankrating.com)





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property, perfectly.

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