
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.

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

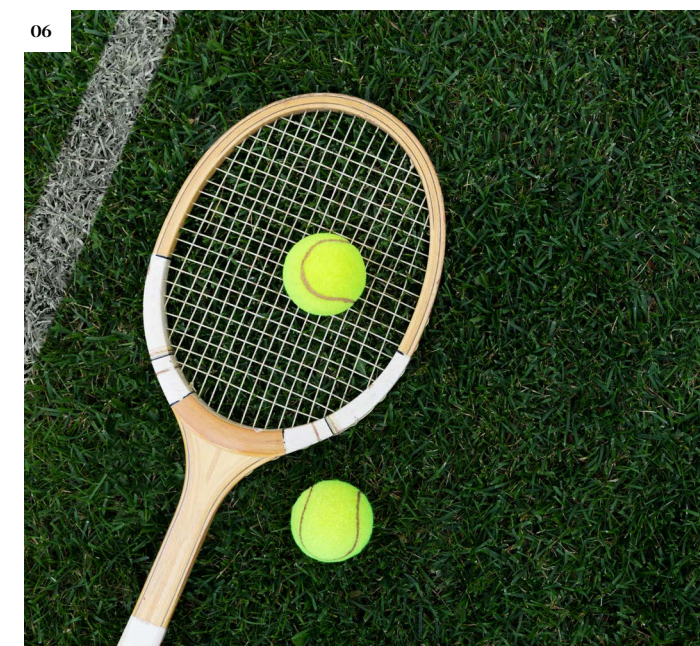
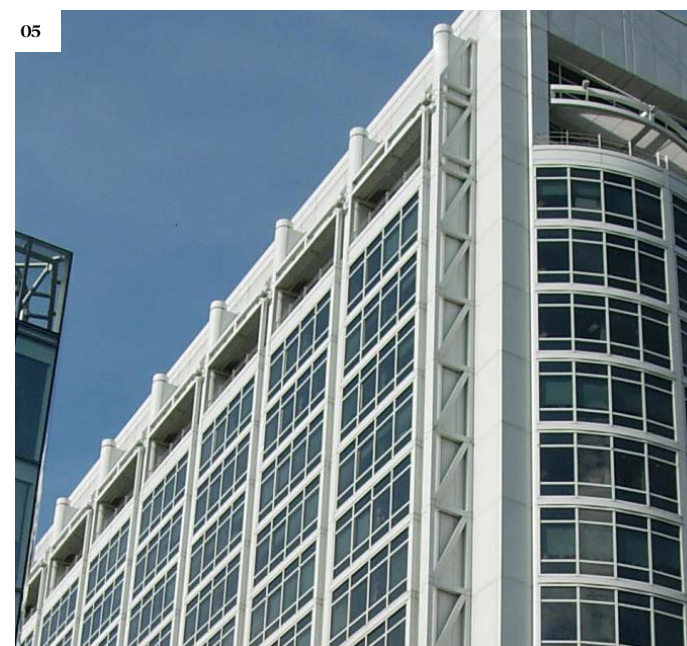


If your business is being affected by a nearby development, we can help you apply for rates relief and lodge appeals citing a material change in circumstance. The reduction will be applied for the period of the disturbance.

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

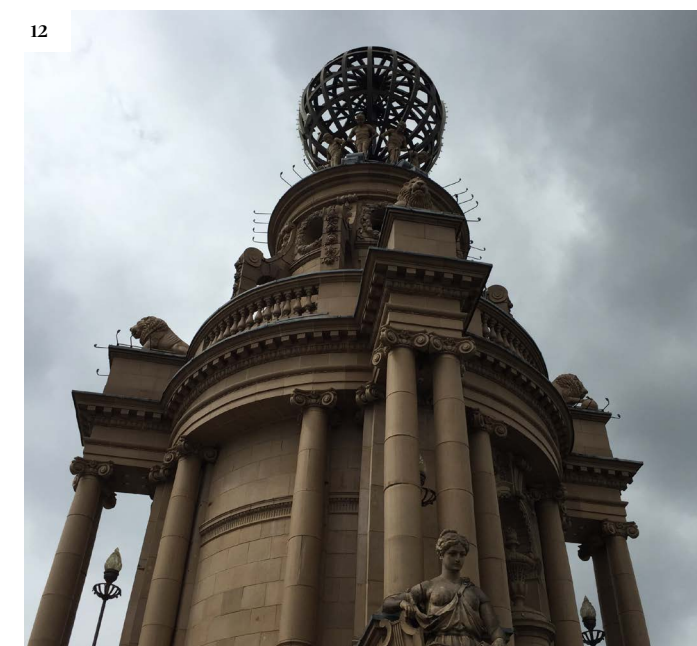
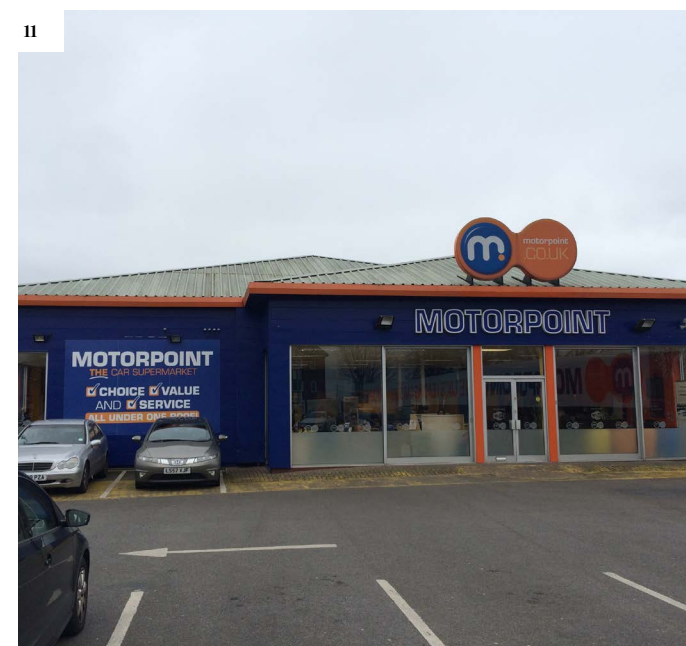
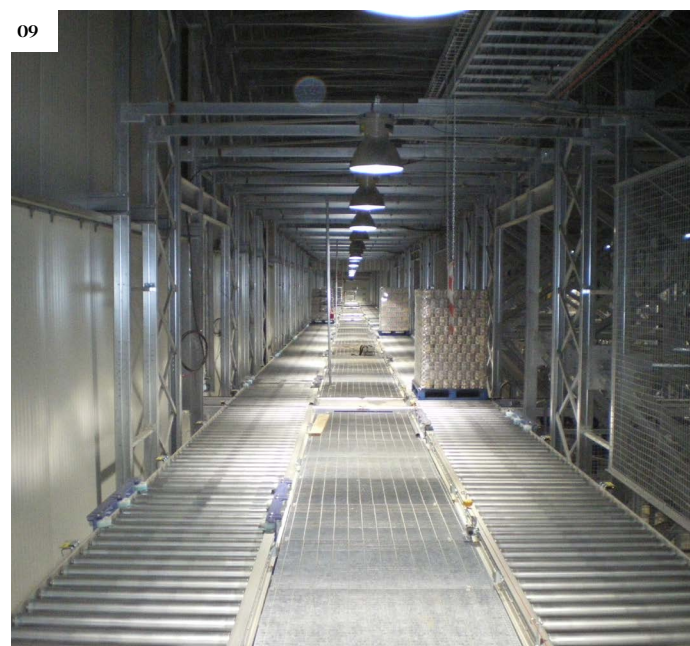
Client: Clintons Cards
Location: National - 400 stores
Service: Full Business Rates Service
Result: Rate Payment and appeal service across this national retailer

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?

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

Our specialist 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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