




The Key to Restructuring & Recovery



Turbulent economic cycles and political realities are continuing to highlight the importance of optimising value through cost effective and proactive workout strategies.

The dedicated Knight Frank Restructuring and Recovery team consists of highly skilled and experienced property consultants who can deliver innovative and strategic solutions to the complex challenges and opportunities that insolvency and recovery can present. Our multidisciplinary team will lead the instruction from day one, remaining hands-on throughout to maximise recovery and implement successful strategies.

The Team

OVER
100 YEARS
OF COMBINED
EXPERIENCE

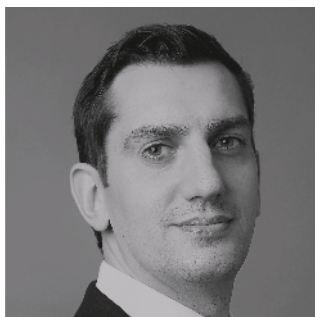


OVER
£1.5 BN
OF ASSETS
RECOVERED



SPECIALIST TEAM

INDUSTRIAL
RETAIL
OFFICE
SPECIALIST
PROPERTY
RESIDENTIAL
COMMERCIAL
DEVELOPMENT
RESIDENTIAL
DEVELOPMENT
LAND
RURAL
FARM
COUNTRY ESTATES



MARC NARDINI MRICS FNARA
PARTNER, LONDON
RESTRUCTURING & RECOVERY

An experienced property adviser who has provided banking support and implemented property turnaround and restructuring strategies with great success on behalf of a range of clients both in the UK and Europe. He has over 15 years' industry experience in commercial valuation, agency, capital markets and asset management across all asset classes both in the commercial and residential sectors. Marc has been personally appointed as a Law of Property Act Receiver and asset manager of property on behalf of a number of UK, European and global lenders, financial institutions and loan providers.



PETER WELBORN FRICS MCIS
PARTNER, LONDON
RESTRUCTURING & RECOVERY

An experienced global property adviser and asset manager with over 40 years' experience in complex problem solving and project management tasks. These involve multi-disciplined teams in challenging environments and emerging markets. Peter has been personally appointed as a Law of Property Act Receiver and asset manager, by a large number of major UK and European lenders and Loan Service providers covering a total portfolio in excess of £3.5 bn.

+500 LAW OF PROPERTY
ACT APPOINTMENTS
UNDERTAKEN



NATIONAL
COVERAGE



ACCESS TO
KNIGHT FRANK
GLOBAL
PLATFORM



HARRY DUNGER MRICS FNARA
PARTNER, BRISTOL
RESTRUCTURING & RECOVERY

Harry has been personally Appointed as Law of Property Act Receiver for a number of main stream lenders and property companies on all types of asset class over the past 12 years and has significant experience in the recovery of debt and property management.



JONATHAN HYLAND FRICS
PARTNER, LEEDS
RESTRUCTURING & RECOVERY

Jonathan is based in Leeds and has over 35 years' experience in commercial property, in particular the industrial sector as well as specialist properties such as sports stadiums and agricultural land and buildings. His career has encompassed a wide range of transactional, professional and consultancy services throughout the UK working for a variety of corporate clients, government departments, development companies and financial institutions.

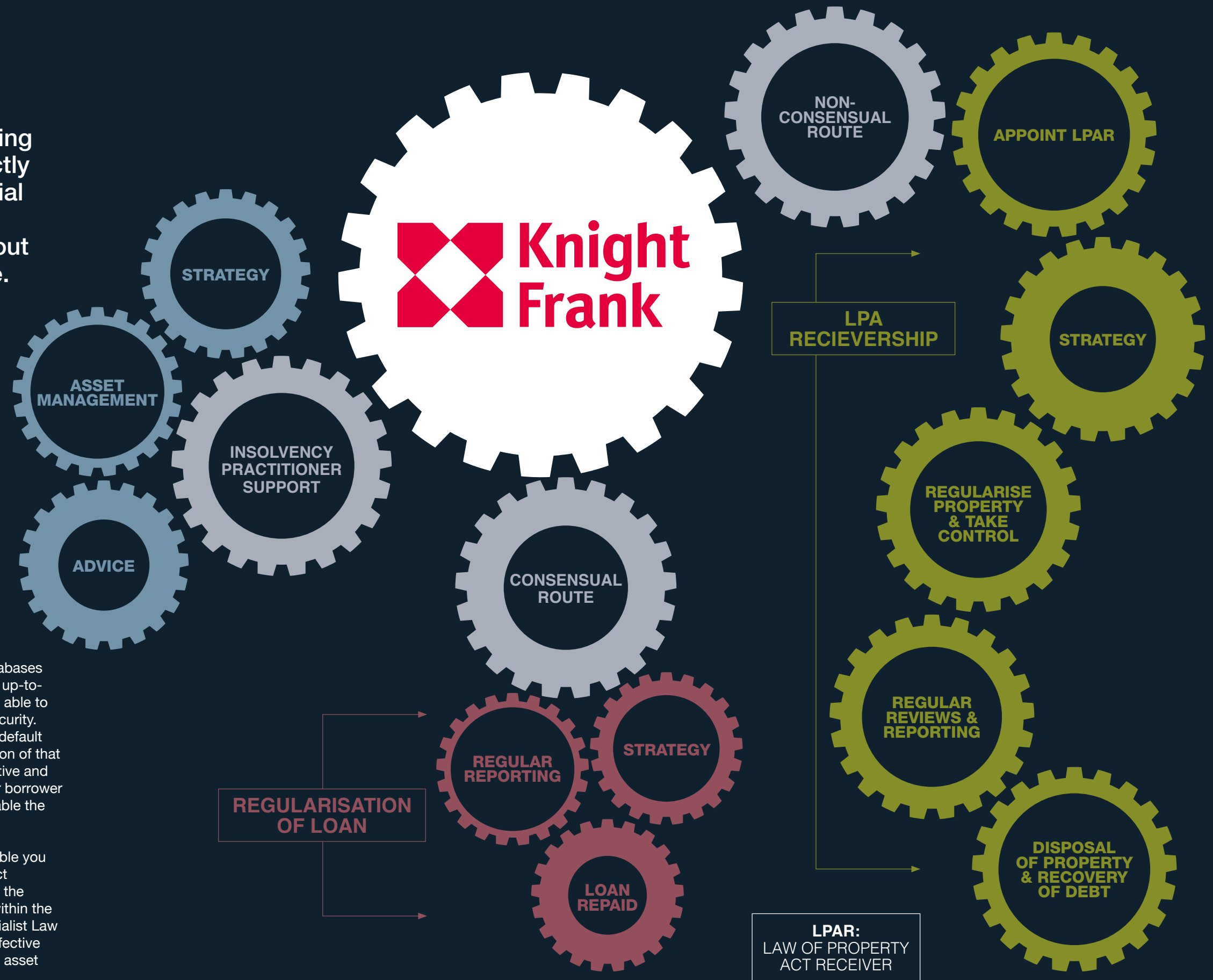


NEIL BROWN PHD MRICS
CASE MANAGER, LONDON
RESTRUCTURING & RECOVERY

Neil has extensive experience in complex problem solving and analysis. He has several years industry experience working across a range of property sectors and specialisms and in the management of large, diverse property portfolios.

Services

The Knight Frank Restructuring and Recovery team is perfectly positioned to identify potential risks and provide workout advice and support throughout every stage of the loan cycle.



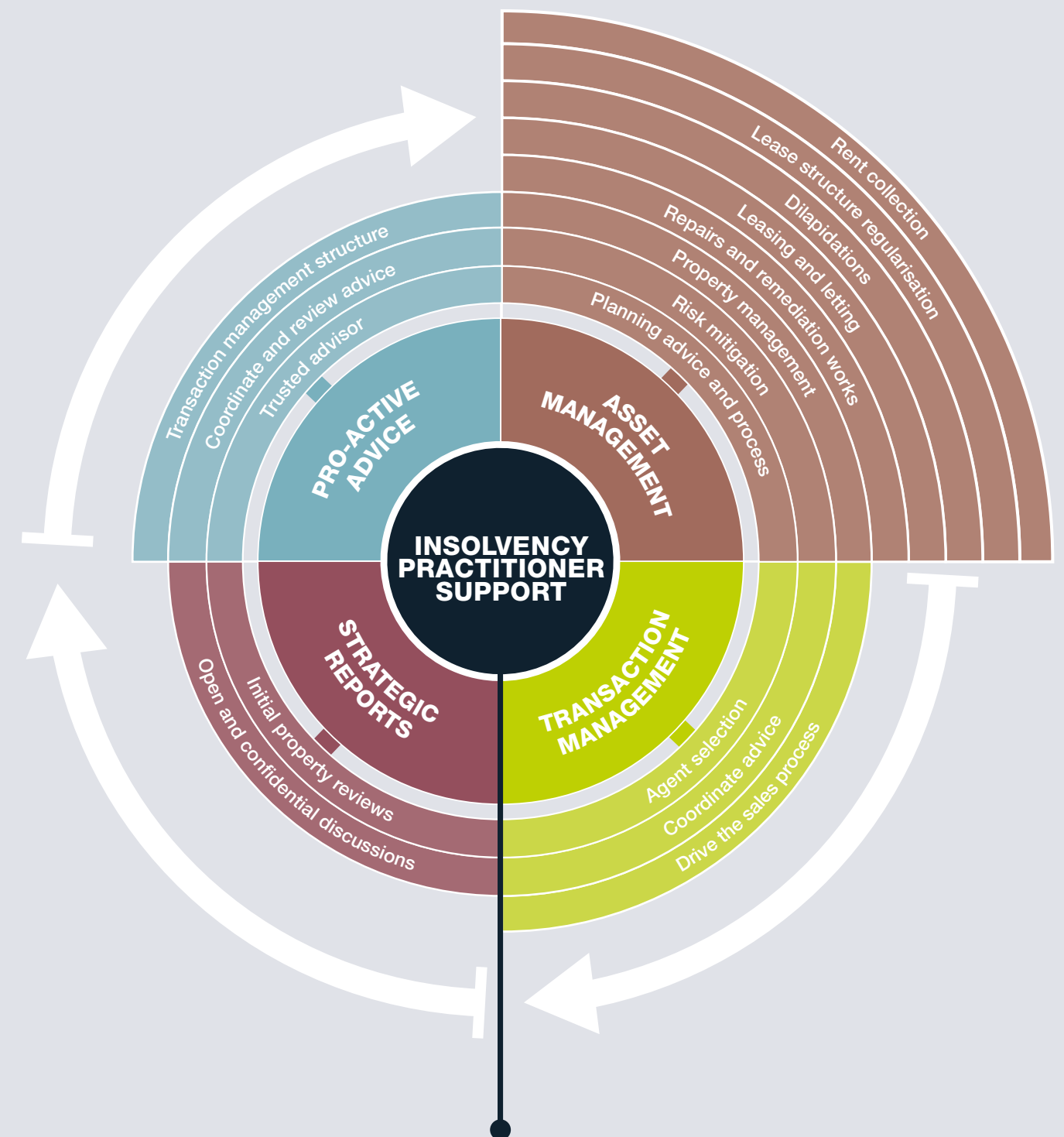
Utilising the Knight Frank proprietary property databases and research department, the team has access to up-to-the-minute market intelligence and insight. We are able to assist in conducting regular reviews of the loan security. This will enable the identification of potential loan default risks early and allow the swift, consensual mitigation of that risk. The team can support and advise on a proactive and consensual strategy by working with you and your borrower to maximise the performance of the asset and enable the smooth continuation of the loan cycle.

Where a consensual route to recovery is not possible you can rely upon the Knight Frank Law of Property Act Receivers to step in and utilise their powers under the Law of Property Act 1925 and powers extended within the security documents to recover the debt. Our specialist Law of Property Act Receivers will implement a cost effective and decisive strategy to maximise the value of the asset and enable the full recovery of the debt.

Insolvency Practitioner Support

Insolvency practitioners regularly handle the complex legal and practical issues arising from a business restructure or insolvency. Real estate is often the most valuable asset on the balance sheet and fully realising the potential of the underlying asset is critical to maximising the monies recovered.

The Restructuring and Recovery team are able to draw upon their extensive experience of capitalising the unique, inherent attributes of real assets in recovery situations to advise and support insolvency practitioners on all real estate asset classes. This can range from providing strategic and succinct reports advising on estimated realisations and exit possibilities for real estate assets to providing pro-active, cost-effective and innovative asset management strategies. Our principle aim is to provide insolvency practitioners with a single, trusted touchstone to provide support and advice that can be relied upon regardless of the situation, time frame or asset.



Banking Support

The Restructuring and Recovery team is placed at the heart of the global Knight Frank network and has access to market leading research, market making agents and a vast array of renowned real estate consultancy services.

The team has an unrivalled depth of experience in resolving complex loan communications alongside lenders, special service providers, shareholders and private individuals. In conjunction with the Knight Frank global platform, we are able to quickly identify and understand default risks associated with the loan. This enables our real estate professionals to provide on-going, transparent, effective advice and strategies throughout the life cycle of the loan.

- CONSENSUAL ENFORCEMENT
- SPECIALIST TEAM
- COMMERCIAL
- RESIDENTIAL
- MANAGING RISK
- INNOVATIVE APPROACH
- INDEPENDENT ADVICE
- FINANCIAL RE-STRUCTURING
- ASSET MANAGEMENT
- TRUSTED ADVISOR
- NATIONAL COVERAGE
- INDEPTH EXPERIENCE



REGULARISED LOAN CYCLE
& CONSENSUAL ENFORCEMENT

Law of Property Act Receiver Appointment

The receivership process is a highly efficient, cost effective and well proven approach to resolving loan default.

The appointment of our Law of Property Act receivers mitigates the risk of the mortgagee becoming mortgagee in possession and effectively insulates the mortgagee from the property and the mortgagor. The receivership process can run concurrently with any discussions regarding repaying or refinancing the debt. This ensures that there is always a viable exit strategy for the mortgagee if these discussions fail.

PRE-APPOINTMENT

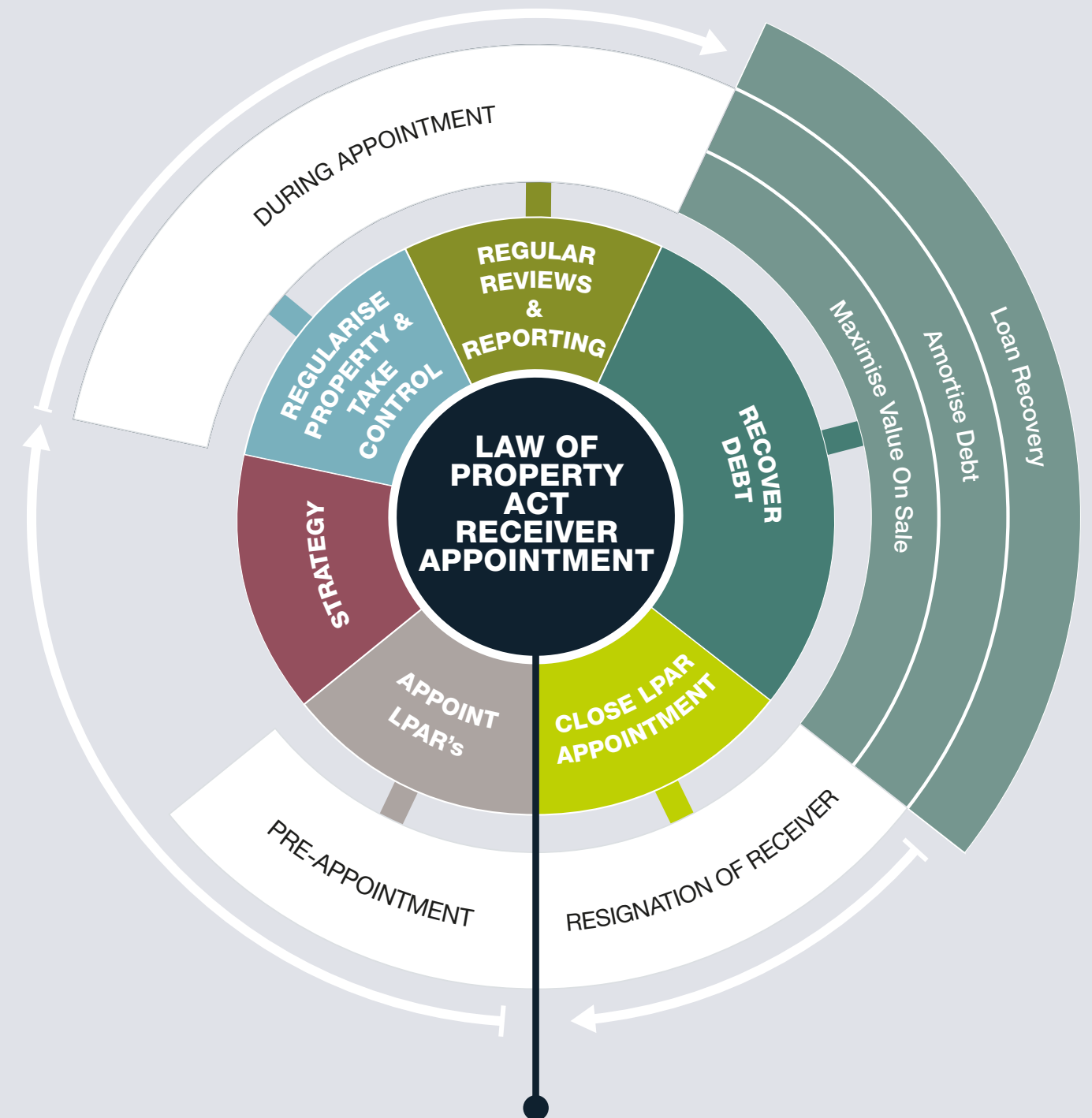
- Legal review of security documents
- Legal validation of appointment
- Property specific review
- Insurance and security
- TUPE consideration
- High level property review
- Establish occupation status
- Meet the Borrower and incumbent agents
- Timing and strategy review

DURING APPOINTMENT

- Lease and property documentation review
- Set up LPAR bank accounts
- Secure and insure the property
- Companies House registration and reporting
- Collection and transfer of rent (where applicable)
- VAT reporting and recovery
- Review management and establish exit strategy
- Recover or amortise debt

RESIGNATION OF RECEIVER

- Final VAT reporting and recovery
- Notifying Companies House
- LPAR bank account reconciliation
- Transfer of sales proceeds and funds to Lender and Borrower
- Resignation of appointment



**NON-REGULARISED
LOAN AND RECOVERY OF DEBT**



RICS
AUCTION HANDS ON
LAW OF PROPERTY ACT NARA
MANAGING RISK
REGISTERED PROPERTY RECEIVER
DEDICATED TEAM
AMORTISATION
RATES & COUNCIL TAX
COMMERCIAL
NARA
DISPOSAL
INSURED
& SECURE
NATIONAL
COVERAGE
COST EFFECTIVE
VALUE ADD
FLEXIBLE
SOLUTIONS
FINANCIAL
RESTRUCTURING
ASSET MANAGEMENT
MARKET KNOWLEDGE
MANAGING RISK
INNOVATIVE
APPROACH
AGRICULTURAL LAND
DEVELOPMENTS
FLEXIBLE
SOLUTIONS
DEDICATED TEAM
PARTNER LED TEAM
TRUSTED
ADVISOR
LOAN REVIEW
INDEPENDENT ADVICE
CONSENSUAL ENFORCEMENT
NO STONE UNTURNED
LAW OF PROPERTY ACT
FORMAL DEMAND
REAL ESTATE EXPERTISE
REGISTERED PROPERTY RECEIVER
MANAGING RISK
RATES & COUNCIL TAX EXEMPT
APPROACHABLE
TRUSTED ADVISOR
DUTY OF CARE
REGISTERED
PROPERTY
RECEIVER
DEDICATED
TEAM

Case Studies



DISTRESSED SHOPPING CENTRE

Pricing: **Confidential**
Role: **LPAR Appointment**
Description: **Shopping Centre**
Strategy: **Asset management and regularising the leasing structure. Sale via private treaty.**
Outcome: **Sale to local investor.**



RETAIL PARK

Pricing: **c.£25,000,000**
Role: **LPAR Appointment**
Description: **Out of town retail park**
Strategy: **Stabilise the asset, collect rent, undertake property management, and rectify title discrepancies.**
Outcome: **Sale by private treaty. Sale to investor. Full loan recovery.**

MIXED USE ASSET

Pricing: **Confidential**
Role: **LPAR Appointment**
Description: **Mixed use property, retail / residential**
Strategy: **Stabilise the asset and sale by private treaty.**
Outcome: **Full loan recovery.**



LOGISTICS PROPERTY

Pricing: c.£12,000,000
Role: LPAR Appointment
Description: Industrial and logistics site
Strategy: Unravel complex legal structure to enable the sale of the asset and achieve maximum recovery.

Outcome: Sale to investor.
Full loan recovery.



SPECIALIST AUTOMOTIVE

Pricing: c.£2,600,000
Role: LPAR Appointment
Description: Car showroom
Strategy: Stabilise the asset and sale by private treaty.

Outcome: Sale to investor.
Full loan recovery.



UK RETAIL PORTFOLIO

Pricing: Confidential
Role: LPAR Appointment
Description: A portfolio of secondary properties across the UK.
Strategy: Stabilise the assets, collect rent and sale by auction.

Outcome: Properties sold via auction.
Full loan recovery.



HOTEL DEVELOPMENT

Pricing:	c.£20,000,000
Role:	LPAR Appointment
Description:	Hotel development
Strategy:	Management of part complete hotel development. Development completed and pre-let to national operator. Sold via private treaty.
Outcome:	Sale to investor. Full Loan recovery and substantial equity and property returned to Borrower.



HIGH STREET RETAIL

Pricing:	Confidential
Role:	LPAR Appointment
Description:	High street retail
Strategy:	Stabilise the asset and auction sale.
Outcome:	Sale to investor.



RURAL ESTATE

Pricing: £5,000,000
Role: LPAR Appointment
Description: Rural estate and farm
Strategy: Regularise the site and prepare for sale.
Outcome: Full loan recovery.



RURAL BUILDINGS

Pricing: Confidential
Role: LPAR Appointment
Description: Collection of farm buildings
Strategy: Obtain vacant possession and sale by private treaty.
Outcome: Full loan recovery.

AGRICULTURAL LAND

Pricing: Confidential
Role: LPAR Appointment
Description: Agricultural Land
Strategy: Secure land and sub-divide into saleable lots.
Outcome: Private treaty sale and consensual joint sales.
Full loan recovery.



SUPER PRIME RESIDENTIAL

Pricing: **c.£31,000,000**
 Role: **LPAR Appointment**
 Description: **Super prime residential property**
 Strategy: **Secured vacant possession and clearance of property.**
 Outcome: **Sale to international investor. Full loan recovery.**



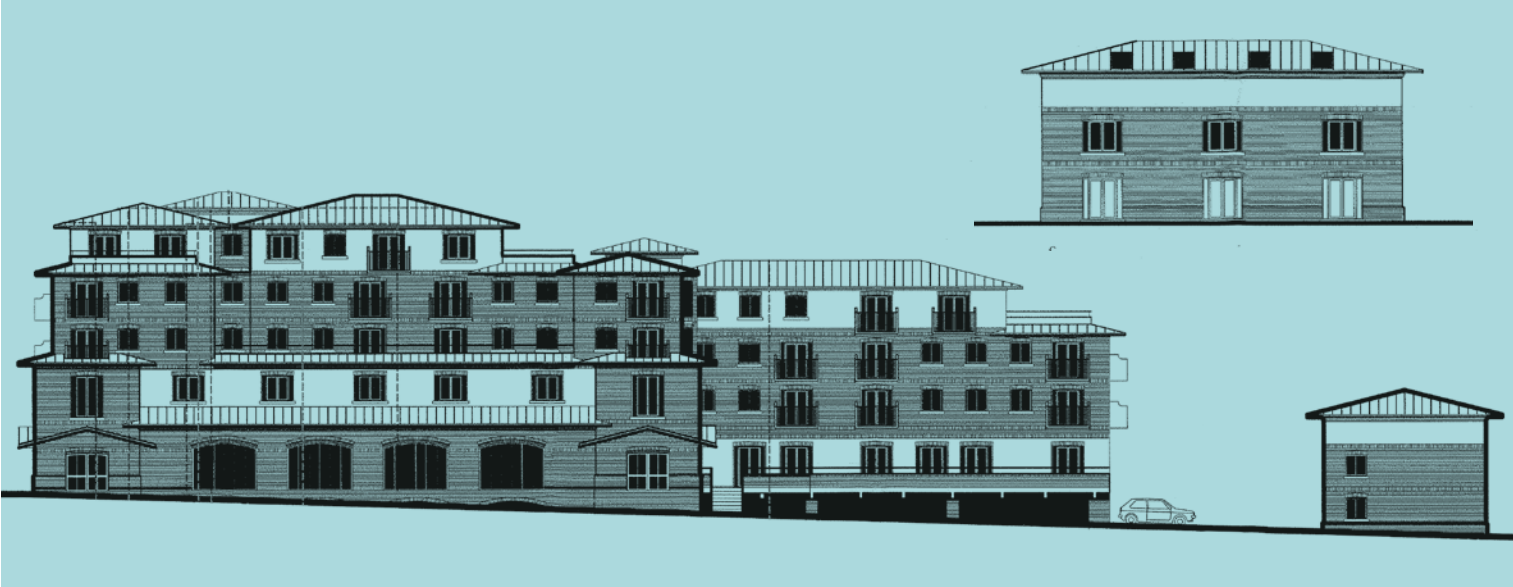
PRIME RESIDENTIAL

Pricing: **c.£10,000,000**
 Role: **LPAR Appointment**
 Description: **Prime residential property**
 Strategy: **Secured vacant possession and clearance of property.**
 Outcome: **Sale to international investor. Full loan recovery.**



COUNTRY HOUSE DEVELOPMENT

Pricing: **c.£9,000,000**
Role: **LPAR Appointment**
Description: **Country house with development potential**
Strategy: **Secured the site, secured planning for 36,000 sq ft property and sale by private treaty.**
Outcome: **Sale to international investor. Full loan recovery.**



RESIDENTIAL DEVELOPMENT

Pricing: **Confidential**
Role: **LPAR Appointment**
Description: **Residential development site**
Strategy: **Regularise the site and refinance.**
Outcome: **Full loan recovery.**

DILAPIDATED RESIDENTIAL

Quote Price: **Confidential**
Role: **LPAR Appointment**
Description: **Residential property with unauthorised works**
Strategy: **Secured the property and liaised with listed building control to produce architectural drawings to accompany the marketing material.**
Outcome: **Sale to owner occupier. Full loan recovery.**



PENTHOUSE RESIDENTIAL

Pricing: **c.£5,000,000**
 Role: **LPAR Appointment**
 Description: **Penthouse flat**
 Strategy: **Obtained vacant possession and sale by private treaty.**
 Outcome: **Sale to international investor. Full loan recovery.**



RESIDENTIAL PORTFOLIO

Pricing: **c.£900,000**
 Role: **LPAR Appointment**
 Description: **Three residential units in a block of flats**
 Strategy: **Regularised tenancies, collected rent and sold at auction.**
 Outcome: **Sale to investor. Full loan recovery.**



PENTHOUSE RESIDENTIAL

Pricing: **c.£6,000,000**
 Role: **LPAR Appointment**
 Description: **Penthouse flat**
 Strategy: **Obtained vacant possession, regularised lease and sale by private treaty.**
 Outcome: **Sale to international investor. Full loan recovery.**



RESIDENTIAL

Pricing: **c.£2,400,000**
 Role: **LPAR Appointment**
 Description: **First floor flat**
 Strategy: **Obtained vacant possession, regularised lease and sale by private treaty.**
 Outcome: **Sale to international investor. Full loan recovery.**

Within the UK, Knight Frank is a leading force in all sectors providing the full range of property services and capabilities delivering consistent, creative and strategic solutions.

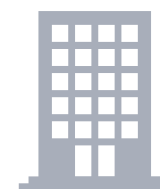
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Knight Frank Offices

◆ RESIDENTIAL
◆ COMMERCIAL
◆ RURAL



About Us



12
COMMERCIAL OFFICES



73
RESIDENTIAL OFFICES



2,210
EMPLOYEES

OVER
11.6M SQ FT
UK COMMERCIAL PROPERTY
UNDER MANAGEMENT

£9.6 BILLION
UK COMMERCIAL PROPERTY TRANSACTIONS
(12 MONTHS TO MARCH 2017)

£9.1 BILLION
UK RESIDENTIAL TRANSACTIONS
(12 MONTHS TO MARCH 2017)

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 Area of Expertise

- AUTOMOTIVE
- HEALTHCARE
- HOTELS
- LOGISTICS & INDUSTRIAL
- OFFICES
- PUBLIC SECTOR
- RESIDENTIAL
- RETAIL & LEISURE
- RURAL & AGRICULTURAL
- STUDENT PROPERTY

Commercial

COMMERCIAL VALUATIONS

With a wide skill-set spanning commercial and specialist sectors, residential and agricultural properties, Knight Frank's valuation and advisory experts have the ability to draw upon our significant global network of capital markets, leasing, occupier and research industry specialists, allowing us to add value for our clients. Our team provides a comprehensive range of single and portfolio valuations, market appraisals and consultancy services to a variety of clients including financial institutions, lenders, private individuals, funds, property companies and the public sector. We follow rigid reporting and approval processes whilst providing a client focused, Partner-led service, ensuring a seamless and professional service.



RUPERT JOHNSON
GLOBAL HEAD
OF VALUATIONS &
ADVISORY



ROBERT GRAY
HEAD OF FUND
VALUATIONS



JEREMY THAM
HEAD OF BANK
LENDING
VALUATION &
ADVISORY TEAM

COMMERCIAL INVESTMENT

With over 75 UK brokers across 11 regional offices, we are uniquely positioned to identify high quality commercial investment opportunities tailored to your investment needs. With unrivalled insight and access to global capital flows, we provide tailored portfolio analysis, acquisition and disposal services, based on the short and longer term investment objectives of our clients. We offer a personalised service on a global scale and provide unrivalled access to on and off commercial market opportunities. Supported by specialist market research analysts, our global network utilises the very latest market insight to inform our investment advice and recommendations.



RICHARD CLAXON
HEAD OF UK
CAPITAL MARKETS



STEPHEN CLIFTON
HEAD OF
COMMERCIAL

COMMERCIAL AGENCY

With strong links to both landlord and occupier clients, Knight Frank's Commercial agency team specialise in transactional and development consultancy across offices, retail, industrial and logistics, hotels, healthcare and student property. Our experts are regularly appointed by private investors, developers and retailers and we have experience of working with some of the most prestigious brands, companies and developers across the UK. Through our association with Newmark Grubb Knight Frank we are able to provide a truly global offering.



EMMA GOODFORD
HEAD OF NATIONAL
OFFICES



ALEX MUNRO
HEAD OF
RETAIL



CHARLES BINKS
HEAD OF NATIONAL
LOGISTICS &
INDUSTRIAL AGENCY



**WILLIAM
BEARDMORE-GRAY**
GLOBAL HEAD
OF OCCUPIER
SERVICES &
COMMERCIAL
AGENCY

COMMERCIAL LEASE CONSULTING

Our lease advisory surveyors provide impartial advice to both owners and occupiers of commercial property including industrial, offices and retail premises. We believe it is essential to keep pace with market developments, sentiment and practice, to maintain an extensive database of transactions and availability, but also to keep abreast with ever-changing case law and statute that affect landlord and tenant relationships. Through our commercial offices network across the UK we maintain a thorough market knowledge, offering consistently high levels of service to local, regional, national and international clients.



BEN GLICKMAN
HEAD OF LEASE
ADVISORY



SIMON WARREN
HEAD OF LOGISTICS
& INDUSTRIAL
LEASE ADVISORY



ASHLEY DREWETT
HEAD OF LEASE
ADVISORY IN
NATIONAL OFFICES
DEPARTMENT



SIMON AUSTEN
HEAD OF CENTRAL
LONDON LEASE
ADVISORY

COMMERCIAL DEVELOPMENT

Achieving maximum value and mitigating risk are vital at all stages of the development lifecycle. Working alongside both land owners and developers, we understand the key value drivers required to provide advice and support for commercial development and refurbishment projects. The team deals with both capital transactions and development consultancy which gives a unique blend of skills. Whether seeking advice on planning or guidance on overcoming a specific development constraint, we are committed to ensuring the optimal strategy for your site. We provide full evaluation services, strategic direction and support with procurement and implementation.



ADRIAN WILSON
HEAD OF WEST END
DEVELOPMENT

COMMERCIAL MANAGEMENT

We provide proactive, bespoke property and asset management services to our domestic and international clients. Our teams are based across the UK from Aberdeen to the South Coast offering local expertise that can be on hand at short notice. Our Partner-led teams of surveyors, accountants and facilities managers provide a complete range of management and consultancy services to clients including domestic and international private investors, pension funds, offshore trusts, investment managers, property companies and private equity groups.



TIM ROBINSON
HEAD OF
CONSULTANCY



MICHAEL LEWIS
HEAD OF
PROPERTY ASSET
MANAGEMENT

Rural

RURAL VALUATIONS

Rural valuations are carried out by rural practice surveyors within the residential valuation and advisory, and consultancy departments at Knight Frank. From land and farm valuations to valuing large estates and equestrian property - we provide formal RICS approved, confidential rural property valuations for a wide range of purposes including loan security, probate, matrimonial proceedings, company accounts, compulsory purchase, expert witness, tax and dispute resolution. Our unparalleled expertise ensures that you have access to the best information and the most accurate and trustworthy valuations. Clients include public and private businesses, private individuals and institutions.



TOM BARROW
HEAD OF RURAL VALUATIONS

RURAL MAPPING

Our understanding of the complexities of mapping ensures your land and property interests receive the highest standards with regard to both the quality of mapping provided and service delivered. We offer bespoke mapping in support of sales, acquisitions, valuations, land registration, estate, farm, forestry and portfolio management, compulsory purchase, strategic development and succession planning. We provide a consultancy service in regard to guidance on the acquisition of mapping software, including installation, training and on-going support, undertaking boundary audits and site surveys, as well as the provision of bespoke drone imagery. Our clients include estate and country house owners, farmers, institutions, local authorities, charities, solicitors, bankers, developers and other land agents.



MICHAEL MCCULLOUGH
HEAD OF MAPPING

RURAL MARINE

Marine property in the UK is an extremely diverse asset class, encompassing estuaries, ports, marinas, adjacent land, beaches foreshore and seabed. As such the rules governing ownership and access rights are complex and often archaic. Interpreting this legislation requires skill and experience, especially as every property tends to have its own unique set of issues. Our clients range from commercial marina operators to the UK's largest landowners, including The Crown Estate. We also act for private property owners, funds, local authorities and utility firms.



RACHEL WYLDE
HEAD OF MARINE CONSULTANCY

RURAL MANAGEMENT

The Rural Estate Management team advise a wide range of private and institutional clients on the hugely diverse property assets that they own. Rural property is a complex asset class involving a wide range of factors, including land tenure legislation, tenancy negotiations, global commodity markets, staffing and building maintenance issues and ever-changing tax legislation – all of which require specialist knowledge and expertise to navigate and manage successfully. Our experienced and specialist consultants are able to advise on all aspects of owning, investing in and running rural properties of any type, size and location and our clients range from small farms, nationally important estates, environmental land banks and strategic development and public sector land portfolios.



ROSS MURRAY
CHAIRMAN OF RURAL ASSET MANAGEMENT



ALASTAIR PAUL
HEAD OF RURAL ASSET MANAGEMENT



EDWARD DIXON
HEAD OF RURAL ASSET MANAGEMENT

RURAL SALES

Firmly rooted in rural property transactions, Knight Frank's Farms and Estates team continues to be entrusted with some of the most important and valuable farmland properties and country estates that come to market. Whether you own a single field, a commercial or residential farm, our team works closely with our local offices to ensure that every rural property is promoted locally, nationally and internationally in order to achieve maximum return on investment, under the right terms.



RUPERT SWEETING
HEAD OF NATIONAL COUNTRY SALES



EDWARD CLARKSON
HEAD OF REGIONAL FARM SALES SOUTH WEST



CLIVE HOPKINS
HEAD OF FARMS & ESTATES



EDWARD ROOK
HEAD OF COUNTRY DEPARTMENT

Residential

RESIDENTIAL VALUATIONS

Our residential valuation and advisory team comprises 25 RICS qualified surveyors, providing formal professional valuation and consultancy reports on residential properties throughout much of the UK and Europe. We provide client focused professional support, with specific points of contact that ensure a seamless service. We adopt rigid standards of professionalism and are able to capitalise on our agency colleagues’ formidable market exposure. Working closely with our research team, and our UK and European network of residential offices, we gather and analyse the most up-to-date information which can affect the value of a property. By communicating with our clients transparently and clearly, our primary objective is to add value rather than simply report it.



JAMES THOMPSON
HEAD OF
CONSULTANCY



DAVID PETERS
HEAD OF COUNTRY
BUSINESS AND
VALUATIONS



KATIE PARSONSON
HEAD OF LONDON
RESIDENTIAL
VALUATIONS

RESIDENTIAL INVESTMENT

The Residential Capital Markets team offer expertise in every aspect of residential property investment, specialising in the disposal, acquisition and valuation of multiple units, from as few as two apartments up to nationwide portfolios. We provide services relating to tenanted investments, build-to-rent and funding, affordable housing, investment valuations and appraisals and castles. The team has particular expertise in the emergent bespoke Private Rented Sector asset class. Our professional residential property investment services are aimed at developers, funds and private investors.



JAMES LEAVER
HEAD OF PUBLIC
SECTOR



JAMES PULLAN
HEAD OF STUDENT
PROPERTY

RESIDENTIAL AGENCY

Whether you want to buy, let, rent or sell residential property our global network of specialists are on hand to provide expert knowledge of the domestic and international property markets and the processes involved in buying, selling or renting. Our agency services are backed up by teams of professional consultants who are able to advise on a full range of services including valuations, residential development and rural services. Our network of estate agents in the UK provide specialist property services throughout the entire country. With years of experience, our agents are friendly and professional and keen to offer their dedicated expertise.



ANDREW HAY
GLOBAL HEAD OF
KNIGHT FRANK
RESIDENTIAL



NOEL FLINT
HEAD OF LONDON
RESIDENTIAL



DAVID PETERS
HEAD OF COUNTRY
BUSINESS AND
VALUATIONS



TIM HYATT
HEAD OF LETTINGS



PADDY DRING
GLOBAL HEAD OF
PRIME SALES

RESIDENTIAL LEASEHOLD REFORM

The Leasehold Reform team is made up of six valuers with a combined 80 years’ worth of experience. Acting for both landlords and tenants for a variety of services, we assist our clients with lease extension claims, collective enfranchisement of flats, 1967 Act claims to enfranchise leasehold houses, litigation, premiums associated with rights of first refusal and ground rent reviews. We provide our clients with complete transparency and highly professional tailored advice. We aim to achieve the best possible outcome for our clients through our valuation and negotiation skills, with our goals being either to add value or make savings.



JEREMY DHARMASENA
HEAD OF
LEASEHOLD
REFORM

RESIDENTIAL DEVELOPMENT

Residential Development is a dedicated division operated by land agency, property marketing and development consultancy professionals. We offer clients a comprehensive portfolio of tailored services covering every aspect of the residential development cycle – from facilitating the sale of land through to the sale of new homes. Acting for landowners, developers, house builders, banks, private funds, institutions, charities, investors, and end purchasers, our philosophy is one of challenge and innovation with an emphasis on driving value from all aspects of the development process.



JAMES MANNIX
JOINT HEAD OF
RESIDENTIAL
DEVELOPMENT



RUPERT DAWES
JOINT HEAD OF
RESIDENTIAL
DEVELOPMENT



CHARLIE HART
HEAD OF CITY &
EAST RESIDENTIAL
DEVELOPMENT

RESIDENTIAL MANAGEMENT

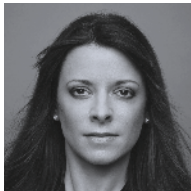
To make your life easier, the Knight Frank lettings property management team will oversee the whole lettings and management process and oversee your legal obligations. We will carefully select a lettings property manager whose full-time job will be to manage your property on a day-to-day basis throughout the tenancy. We will advise on everything from refurbishments and maintenance work through to collecting rent, paying service charges, liaising with mortgage lenders and dealing with deposit negotiations, tax matters and terminations. We will deal with absolutely everything so that you can relax and enjoy optimal return on investment.



MICHAEL TOOGOOD
DEPARTMENT HEAD



PETER DEVERE-CATT
HEAD OF ESTATES



LUCY JONES
HEAD OF
INVESTMENT
LETTINGS &
MANAGEMENT

Consultancy

BUILDING SERVICES

Working with developers, investors, landlords, funds and tenants, we provide a wide range of professional building surveying related services associated with the practical aspects of owning, leasing, maintaining, developing and investing in commercial property across a building's life cycle. Our experienced Building Consultancy team comprises of over 50 chartered building surveyors and project managers. We operate from 12 offices with full coverage across the whole of the UK and Ireland, across all commercial property sectors including offices, industrial, hotels, healthcare, retail, education, student property and institutional properties.



CHARLES INGRAM EVANS
HEAD OF BUILDING CONSULTANCY

SUSTAINABILITY

Our award-winning Energy team brings together a wide range of specialist expertise, serving clients across the rural, residential and commercial property sectors. Our team of consultants work with a diverse group of clients including the generators, suppliers and users of both conventional and renewable energy, as well as policymakers, landlords, developers, investors and those affected by energy infrastructure. Key areas the team covers include finding renewable energy solutions, reporting services and environmental efficiency improvements, regulatory compliance, transaction, valuation and investment advice for energy projects or sites with future development potential and ensuring clients receive the correct compensation if their properties are affected by energy projects.



DAVID GOATMAN
HEAD OF SUSTAINABILITY & ENERGY CONSULTANCY

BUSINESS RATES

With strong links to both landlord and occupier clients, Knight Frank's Commercial agency team specialise in transactional and development consultancy across offices, retail, industrial and logistics, hotels, healthcare and student property. Our experts are regularly appointed by private investors, developers and retailers and we have experience of working with some of the most prestigious brands, companies and developers across the UK. Through our association with Newmark Grubb Knight Frank we are able to provide a truly global offering.



KEITH COONEY
HEAD OF BUSINESS RATES

CAPITAL ALLOWANCES

We provide capital allowances advice on acquisitions and disposals of new and second hand assets, as well as on property developments, alterations, refurbishments and fit-outs. By being at the forefront of the property-related decision making process, we can integrate our dedicated team early in each project, ensuring all expenditure is correctly planned and combining our specialist skills to maximise the various tax reliefs available. Our proven multi-disciplinary approach, combining our specialist skills and established dialogue with both HMRC and the VOA, ensures that our clients' position is always truly maximised.



MICHAEL BROWNSDON
HEAD OF CAPITAL ALLOWANCES CONSULTANCY

PROJECT MANAGEMENT

Our specialist project managers have the technical knowledge, experience and market awareness to meet complex challenges in construction, property development, fit-out, refurbishments and relocation projects. We place ourselves in the position of the client, allowing us to gain a deep understanding of the key objectives of the project to then tailor our processes and professional advice around those goals. The team has a tremendous level of experience and established track record for cost effective, safe and timely delivery of construction projects. Sitting within the wider network of Knight Frank, we have access to all property-related specialisms, allowing us to provide the highest level of service and advice.



CRAIG FROST
HEAD OF PROJECT MANAGEMENT

RESEARCH CONSULTANCY

Knight Frank's Research Consultancy team is unique among the major real estate consultancies in that it is divided between a team of bespoke project analysts responding to consultancy briefs, and a team of macro-economic market commentators. The team's day-to-day role involves providing clients with answers to questions about any residential property market. How these answers are presented back to the client varies depending on the needs of the client and each project, but as well as providing conventional written reports, data tables and charts, the team work hand-in-hand with the Geospatial team to produce online maps and other cutting edge data visualisations to allow clients to explore and interact with our data as required.



GRÁINNE GILMORE
PARTNER, HEAD OF UK RESIDENTIAL RESEARCH



KAMI NAGI
PARTNER, HEAD OF RESEARCH CONSULTANCY



WILLIAM MATTHEWS
PARTNER, COMMERCIAL RESEARCH



LIAM BAILEY
PARTNER, GLOBAL HEAD OF RESEARCH



LEE ELLIOTT
PARTNER, COMMERCIAL RESEARCH

COMPULSORY PURCHASE AND COMPENSATION

We advise all types of private and institutional clients who are affected by a Compulsory Purchase Order, or who need to make a compensation claim. Compulsory purchase and compensation legislation, including Statutory Blight, is notoriously complex. Different rules apply depending on the purchasing authority. While individual discretionary compensation schemes can also apply to specific schemes, professional advice can help to ensure fair compensation. However, this need not be expensive as professional fees are usually indemnified and paid by the purchasing authority.



TIM BROOMHEAD
ASSOCIATE



JONATHAN SCOTT-SMITH
ASSOCIATE

Contact

MARC NARDINI

marc.nardini@knightfrank.com
+44 20 7861 5171

PETER WELBORN

peter.welborn@knightfrank.com
+44 20 7861 1200

HARRY DUNGER

harry.dunger@knightfrank.com
+44 117 917 4556

JONATHAN HYLAND

jonathan.hyland@knightfrank.com
+44 113 288 5951

NEIL BROWN

neil.brown@knightfrank.com
+44 20 3640 7035

**KNIGHT FRANK
GLOBAL HEADQUARTERS**

55 Baker Street
London W1U 8AN
United Kingdom
+44 20 7629 8171

KNIGHTFRANK.CO.UK