

2022



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# Education

Our services



# ABOUT YOU



## OPERATORS

- Academies
- Activity and outdoor centres
- Business schools/colleges
- Conference and training centres
- Free schools
- Further education colleges
- Higher education
- Independent schools and colleges
- Language schools and specialist colleges
- Nurseries/crèches
- SEN schools/colleges
- Student housing
- Universities



## INVESTORS & OWNERS

- Charities
- Family trusts/sole proprietors
- Lending institutions
- Plcs/companies
- Private equity
- Public sector



# ABOUT US

**Knight Frank is the only global property consultancy to have a team dedicated to the educational sector, giving us the opportunity to provide unrivalled access to knowledge and markets for our education clients.**



**EMMA CLEUGH, PARTNER,**  
HEAD OF EDUCATION & CHARITIES



**JULIAN EVANS, PARTNER,**  
HEAD OF HEALTHCARE

**We provide a full range of services from valuation and investment, through to ESG, planning and development, as well as debt and equity funding.**

The educational sector, whether in the private or public sector faces multiple opportunities and challenges and our client's property is a key component in remaining at the forefront of their offer and fit for the future.

Knight Frank's dedicated Education team offer comprehensive property advice to the sector. We provide a personalised service on a global scale.

As the largest privately owned real estate consultancy, Knight Frank is driven by a uniquely personal culture. This culture enables a tailored approach to advising and assisting our clients and drives us to continually strengthen relationships across our network.

We provide solutions to those with existing property ensuring they deliver best-in-class facilities as well as providing professional advice on new strategies whether that be disposing of surplus assets, securing planning permissions for new facilities or raising finance.

This specialist sector requires expert knowledge and innovative solutions for businesses, individuals, charitable and public sector institutions that own, occupy or acquire educational land and buildings. Our depth of expertise and knowledge is gathered from our role in many of the key transactions and valuation mandates within the market along with working side by side with our colleagues across both the residential and commercial business.

With a specialist team, offices across the UK, and a global network we have the resources and knowledge to ensure the very best advice whatever the property.

## HOW WE CAN HELP YOU



**ACQUISITIONS & DISPOSALS**



**ASSET TRADING APPRAISALS**



**BUILDING SURVEYING**



**CHARITIES ACT 2011 COMPLIANCE**



**DEBT AND EQUITY**



**DEVELOPMENT CONSULTANCY**



**ESG STRATEGIES**



**EXIT STRATEGIES**



**FEASIBILITY STUDIES**



**FUNDING**



**GROUND RENT**



**INVESTMENT**



**LEASE ADVISORY**



**MARKET RESEARCH**



**PLANNING**



**PROJECT MANAGEMENT**



**PROFESSIONAL SERVICE**



**QUALIFIED SURVEYORS' REPORTS**



**SALE AND LEASEBACK**



**SPACE PLANNING**



**VALUATION**

# KEY SERVICES



## 01. VALUATIONS



## 02. ACQUISITIONS & DISPOSALS



## 03. CONSULTANCY



## 04. CAPITAL MARKETS & INVESTMENT



## 05. FUNDING - DEBT AND EQUITY ADVISORY



## 06. STUDENT HOUSING



**We are the market leaders in realising the best value for educational assets. We aim to achieve the most effective solutions for our clients whether it is for existing use, investment or alternative uses and development.**



### 01. VALUATIONS

**Our team of highly experienced RICS Registered Valuers provide professional valuation and advisory services on a wide range of educational assets, from individual sites or multiple campuses, to student halls and potential development land – for a variety of purposes.**

**We undertake ‘Red Book’ and other valuations for:**

- Loan security
- Financial reporting
- Balance sheet
- Disposal
- Acquisition
- Taxation
- Reinstatement
- Investment
- S119 reports for compliance with the Charities Act 2011
- Internal purposes
- Probate & compensation purposes

We also provide option appraisals for internal decision making, including disposal, sale and leaseback.

In conjunction with our residential and commercial teams we provide expert advice on current use, alternative and investment value.

Knight Frank is an approved panel valuer to a long list of banks and other lenders. In addition, we pride ourselves on repeat business from our clients.

### 02. ACQUISITIONS & DISPOSALS

**Our leading track-record in providing advice to the educational sector enables us to offer our education clients the best possible expertise in respect of disposals or acquisitions.**

A key aspect to our offer is the ability to engage with specialist teams and global markets through our framework of 85 offices and our global network, thus ensuring maximum exposure to the market.

Our specialists sit within the Residential Development & Investment division with offices in London, Bristol and the Middle East.

We are the market leaders in realising the best value for educational assets. We aim to achieve the most effective solutions for our clients whether it is for existing use, investment or alternative uses and development. In instructing Knight Frank, our clients gain access to an unrivalled purchaser database of education, developer and international investor buyers.

We are equally experienced in the acquisition of educational assets – ensuring our client’s property purchase is on the best possible terms, and the whole process of due diligence and negotiation on your behalf is managed from start to completion. Where relevant we will bring in teams to assist in that process such as valuation, planning and building consultancy – all ensuring a seamless delivery of advice.

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**We add value, perspective and data-backed expertise built up over a century of helping clients in every aspect of transacting, developing, managing and leasing property.**

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### 03. CONSULTANCY

**Knight Frank provide professional consultancy services to some of the sector's leading education providers.**

We work with our clients to introduce a deeper level of knowledge and expertise to enhance their properties' capabilities and potential.

From building consultancy to business rates and every niche in between, our London, regional and global teams

deliver innovating and tailored solutions to complex property needs.

We add value, perspective and data-backed expertise built up over a century of helping clients in every aspect of transacting, developing, managing and leasing property. We're abreast of every factor affecting the property sector.

We're not afraid to challenge, innovate and question in order help our clients achieve returns on investment.



## ADDITIONAL SERVICES



01.

BUILDING CONSULTANCY



02.

PLANNING & DEVELOPMENT  
CONSULTANCY



03.

ESG CONSULTANCY



04.

LEASE ADVISORY

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**We provide our clients with clear commercial, practical and pragmatic advice to produce the most efficient and cost-effective solutions to meet business and operational objectives**

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### 01. BUILDING CONSULTANCY

Our services are tailored to suit specific education requirements within five key areas; building surveying, dilapidations/lease exit strategies, refurbishment, maintenance and repair, project management and development monitoring.

We provide our clients with clear commercial, practical and pragmatic advice to produce the most efficient and cost-effective solutions to meet business and operational objectives.

So, whether you are considering re-purposing existing space, delivering new teaching accommodation or planning your maintenance programme, Knight Frank's building surveyors can assist.

### 02. PLANNING & DEVELOPMENT CONSULTANCY

Utilising our depth of knowledge drawn from our agency colleagues, the planning and development consultancy team advises on any aspect around the change of use of property and help identify the most appropriate uses for development opportunities.

Whether single applications for change of use, to 'greenfield' development of surplus land to master planning in an urban environment, we provide full spectrum planning advice to landowners across the UK.

The early stages of such advice include evaluation of the key strengths of an opportunity, value and market related considerations through to identifying development options and disposal strategies.

Our team can provide services such as planning applications and negotiations, master planning and strategic planning, planning appraisal and financial viability, policy

representation and public inquiries as well as stakeholder and community consultation. We advise our clients on a range of options from making representation for a site's allocation for development as well as disposals from an outright sale to a 'patient capital' approach.

In implementation of a disposal we target the most active and well-funded sectors of the market using our strong brand, contacts from the vast number of disposals undertaken and our global platform giving access to active buyers, experienced operators and developers as well as funding whether debt or equity.

### 03. ESG CONSULTANCY

Environmental, Social and Governance is an increasingly critical influence on management and investment decision-making for property. An ESG assessment may look at the impact of the physical building (base specification and in-use) on the environment, and criteria may cover everything from carbon emissions, asset-level certifications, be they environmental or health and wellbeing accreditations, energy and utility management and deployment of technology to monitor and measure compliance.

Our ESG team, supported by our sustainability and energy team, have a breadth of experience to advise the educational occupier or owner on the best strategy to meet the changing ESG agenda.

### 04. LEASE ADVISORY

Using extensive in-house market intelligence bolstered with an unrivalled database of rental evidence and our valuation expertise, our lease advisory specialists provide accurate assessments of sustainable market rents across all education assets as well as advise on lease renewals, re-gears and rent review.

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**Environmental, Social and Governance is an increasingly critical influence on management and investment decision-making for property.**

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#### 04. CAPITAL MARKETS & INVESTMENT

**We are experts in realising value from your assets through creating investment value.**

The attributes of educational property and occupiers are such that there is great potential to create enhanced value from your property. The often outstanding locations and covenants of such organisations combined with a long lease term can potentially create a very attractive offer to the investment market.

For a sale and leaseback agreement, the agreement is negotiated to suit the organisational and operational needs of the occupier and the transaction enables the owner to receive maximum value. In addition, ground rents have now become a mainstream investment, with a much wider pool of buyers recognising this long-term income stream, which is low risk and less sensitive to the property cycle than traditional property investment. Educational assets are ideally suited to this structure.

We leverage our relationships with privately and publicly owned companies, institutional funds, sovereign wealth & state pension funds and high net worth individuals to ensure maximum value from such propositions.

#### 05. FUNDING - DEBT AND EQUITY ADVISORY

**Knight Frank Capital Advisory (KFCA) is FCA-regulated providing a combined capital debt and equity sourcing service for clients in the U.K. and across Europe.**

The division comprises an Equity Advisory team which works in tandem with the firm's Debt Advisory function.

KFCA provides the ability to source both equity partners and debt capital for clients, thus Knight Frank offers the full range of capital raising products.

KFCA works closely with each sector and product team, enabling clients to depend on the firm at all stages of an asset, development or portfolio's life cycle. The team has the capability to advise on a range of equity raising requirements including programmatic capital to grow portfolios, one off acquisitions, and corporate capital to fund strategies. We can also support with sourcing capital to acquire land, fund planning and construction, repositioning of existing assets, and rescue capital when assets become distressed.

#### 06. STUDENT HOUSING

**The Knight Frank student property team advise on Purpose-Built Student Accommodation ('PBSA') located throughout the UK and Europe.**

Whether investing in, disposing of or developing student property, the Knight Frank team act on behalf of funds, institutions, universities, receivers, operators, national portfolios and private developers on the disposal and acquisitions of all categories of PBSA.

We are the market leaders in transacting forward funding deals, operational assets, development sites and portfolio deals in London and other regions of the UK.

With cutting-edge market research and an impressive track record to back our statements, Knight Frank is the number one choice for any student property related requirement.

# DO GET IN TOUCH

## Our specialist team advising the educational sector

*We'd be delighted to hear from you whatever your requirements are for property advice. We are here to help and provide added value solutions to your operational, development, funding or investment objectives*

### The core team

#### Team advising on independent schools, colleges, Further Education and Universities/Higher Education:



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#### Team advising on Special Educational Needs and Nurseries



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### Other key contacts

#### Building Surveying/Project Management



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# ABOUT THE GROUP

**There's a human element in the world of property that is too easily overlooked.**

At Knight Frank we build long-term relationships, which allow us to provide personalised, clear and considered advice on all areas of property in all key markets. We believe personal interaction is a crucial part of ensuring every client is matched to the property that suits their needs best – be it commercial or residential.

Operating in locations where our clients need us to be, we provide a worldwide service that's locally expert and globally connected. As a partnership, we are independent, debt free and not beholden to external shareholders.

We believe that inspired teams naturally provide excellent and dedicated client service. Therefore, we've created a workplace where opinions are respected, where everyone is invited to contribute to the success of our business and where they're rewarded for excellence. The result is that our people are more motivated, ensuring your experience with us is the best that it can be.

## Full list of services

### COMMERCIAL

#### Sectors

- Automotive
- Education
- Energy
- Healthcare
- Hotels
- Industrial & Logistics
- Leisure
- Office
- Retail
- Retail Warehouses
- Student

#### Services

- Asset Management
- Building Consultancy
- Business Rates
- Capital Allowances
- Capital Markets
- Debt Advisory
- Development Consultancy
- Energy and Sustainability Consultancy
- Investment Management
- Facilities Management
- Lease Advisory
- Leasing
- Planning
- Project Management
- Property Management
- Research
- Restructuring and Recovery
- Sales
- Tenant Representation
- Valuations
- Workplace Consultancy

### RESIDENTIAL

#### Transactional

- Development Marketing
- International Residential Sales
- Investment & Lettings Management
- Lettings
- Private Client Acquisition
- Private Rented Sector
- Property Management
- Residential Capital Markets
- Sales

#### Professional Services

- Building Consultancy
- Compulsory Purchase
- Consultancy
- Corporate Services
- Interiors
- Litigation
- Research
- Residential Asset Management
- Retirement / Senior Living
- Residential Mortgage Broking
- Rural Consultancy
- Valuations



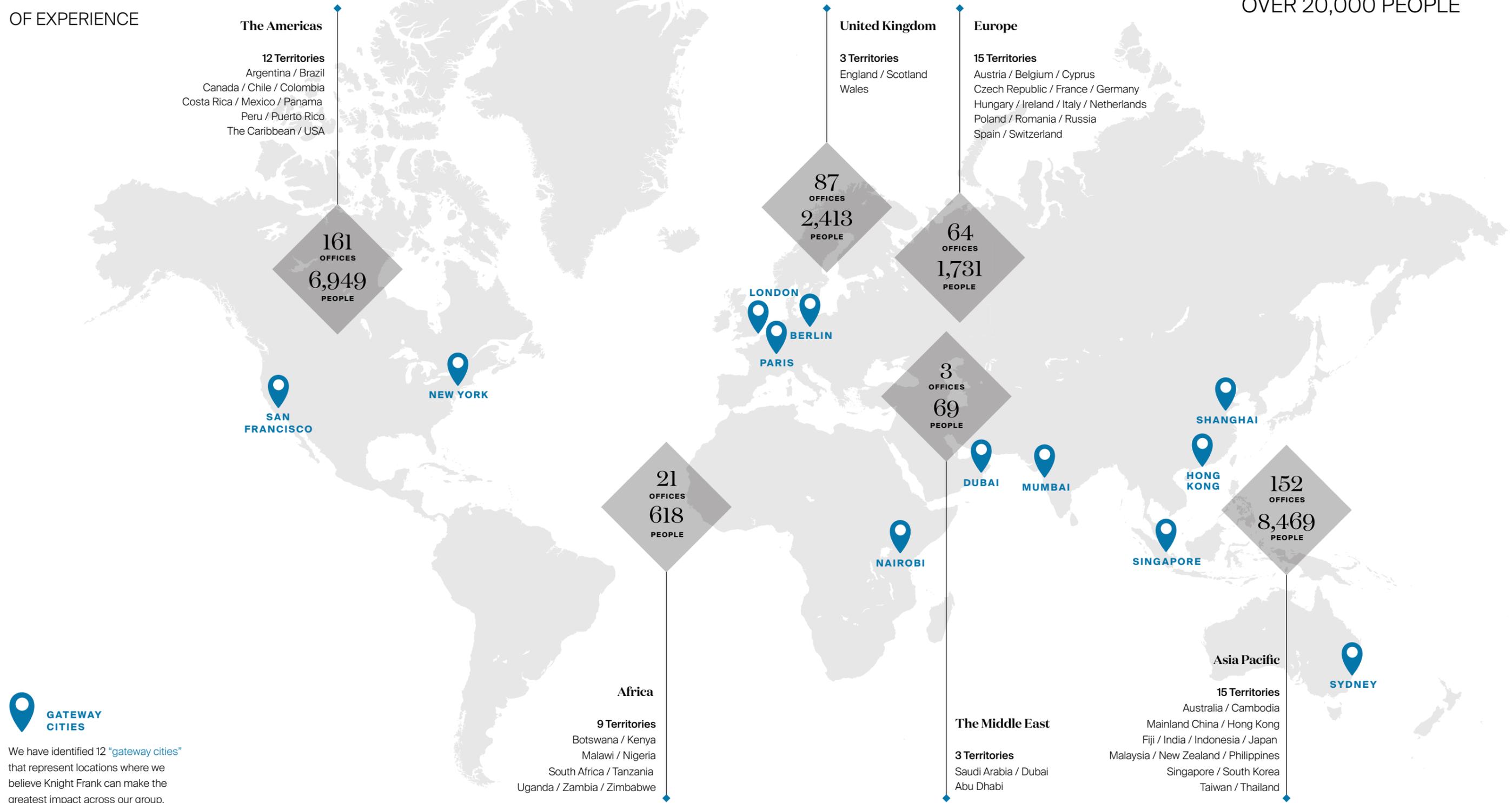
**Connecting people & property, perfectly.**

To find out more about our worldwide expertise, visit [knightfrank.com](https://www.knightfrank.com)

YOUR PARTNERS IN PROPERTY  
INDEPENDENT & DEBT FREE  
WITH OVER 125 YEARS  
OF EXPERIENCE

**488 OFFICES**

57 TERRITORIES  
OVER 20,000 PEOPLE



We have identified 12 "gateway cities" that represent locations where we believe Knight Frank can make the greatest impact across our group.

