
UK PROPERTY SERVICES

INSTITUTIONAL CONSULTANCY

PUBLIC SECTOR

LOCAL AUTHORITIES AND PUBLIC
SECTOR BODIES

HOSPITAL TRUSTS

POLICE AND FIRE AUTHORITIES

BARRACKS AND MILITARY ESTABLISHMENTS

EDUCATION

BANKS AND OTHER LENDERS/ FUNDERS

SCHOOLS

FURTHER/ HIGHER EDUCATION COLLEGES
AND SIXTH FORM COLLEGES

UNIVERSITIES

TRAINING AND CONFERENCE CENTRES

NURSERIES AND CRÈCHES

FREE SCHOOLS, STUDIOS AND ACADEMIES

SPECIAL NEEDS SCHOOLS

CHARITIES

REGISTERED CHARITIES AND OTHER
NOT FOR PROFIT ORGANISATIONS

LIVERY COMPANIES

PLACES OF WORSHIP

GALLERIES AND MUSEUMS

RURAL ESTATES

RETIREMENT HOUSING

RETIREMENT HOUSING OPERATORS, FUNDERS
AND DEVELOPERS

CARE HOME OPERATORS AND FUNDERS

EXTRA CARE AND SHELTERED HOUSING OPERATORS,
FUNDERS AND DEVELOPERS

REGISTERED SOCIAL LANDLORDS AND
NOT FOR PROFIT TRUSTS

AN INTRODUCTION

Knight Frank's Institutional Consultancy Department offers valuation, agency, consultancy and professional property advice for residential and non-residential institutional land and buildings (i.e. D1, C2 and Sui Generis Use classes) across London and the UK within the public sector, education, charity and retirement markets.

This specialist sector requires detailed knowledge and an expert appreciation of the businesses that own institutional land and buildings, together with a wider understanding of the development potential of these assets.

Our in depth understanding of both residential and commercial property markets, together with the active support of the full range of Knight Frank's specialist property departments and our national and global office network ensure that we provide you with a considered and holistic approach to achieve constructive and cost effective solutions.

We are the only major property consultancy to have a dedicated team in the UK serving clients in the institutional property sector.



Emma Cleugh BSc (Hons) MRICS
Partner, Head of Institutional Consultancy



Tom Scaife MRICS
Partner

AGENCY & DEVELOPMENT

Knight Frank's Institutional agents act on behalf of institutions, funds, owner occupiers, landlords, local authorities and charities on the disposal and acquisition of all categories of institutional property across London and the UK.

Our agents are market leaders in achieving best value from under-utilised assets. The team annually advises on in excess of £1 billion transactions. Our unrivalled track record in providing advice to the sector ensures we offer a bespoke service to our clients who receive the highest levels of expertise and the maximum appreciation of the opportunities such properties represent. As part of our Residential Development Department and with the support of the full range of Knight Frank specialist departments and our national network of 74 offices, we are able to provide clients with a considered holistic approach to achieve constructive and cost effective solutions to D1, C2 and Sui Generis use assets for existing and alternative uses and development.



**METROPOLITAN
POLICE**

"Knight Frank LLP have been assisting in the implementation of our estates strategy over a number of years providing strategic asset advice, development consultancy, disposal to maximise value and acquisition advice. So far they have successfully advised and marketed in excess of 50 sites across London over a 3 year period realising in excess of £500million. We are very pleased with the service to date which is personal and tailored to individual assets."

Metropolitan Police Service





Client Metropolitan Police Service

Sector Public Sector

Property 2 Lucan Place London, SW3

Instruction Strategic real estate advice across varied London development portfolio.

Achieved sales for the client of in excess of £500million across c. 50 assets in last 3 years.

EACH YEAR WE VALUE AND ADVISE ON OVER £1 BILLION OF RETIREMENT HOUSING STOCK

Client Lloyds Banking Group
Sector Retirement Housing

Property Hagley Road Retirement Village,
Birmingham

Instruction Annual valuation of portfolio of 13
retirement schemes comprising approx. 2000
units (existing and proposed) for refinancing
and development finance.





VALUATIONS

Knight Frank's Institutional Department values existing buildings and development land for public sector, educational, charity and retirement clients for a range of purposes including secured lending, internal, accounts and other purposes. Communication is key to the delivery of this service and we aim to build long standing relationships based on fully understanding our clients' reporting needs.

Our team of valuers are experienced in analysing the existing use of D1, C2 and Sui Generis assets as well as their development potential for existing and alternative uses including residential development. Utilising our UK network of 72 offices Knight Frank is able to provide expert 'on the ground' advice on alternative use values.

The professional team provides expert advice in the following areas:

- ◆ Secured lending valuations
- ◆ Corporate asset valuations
- ◆ Portfolio valuations
- ◆ Charities Act advice and Qualified Surveyors reports
- ◆ Strategic consultancy
- ◆ Development appraisals
- ◆ Expert witness services
- ◆ Feasibility studies
- ◆ Landlord and tenant services
- ◆ Planning advice

Our fully integrated research team function ensures that our clients receive the most up to date and accurate industry information. We are panel valuers for all major UK lending institutions.



THE ROYAL BOROUGH OF
KENSINGTON
AND CHELSEA

"Knight Frank have market leading knowledge of the retirement market and provide a joined up service taking a 'no stone unturned' approach to their marketing exercises. They know how to achieve best value from brownfield development land."

Royal Borough of Kensington & Chelsea

CONSULTANCY

Knight Frank's Institutional Consultancy Department provides bespoke consultancy across a range of disciplines. We give tailored strategic real estate advice to meet our client's objectives.

We provide bespoke development consultancy to maximise value and returns for our clients across institutional and residential development markets. We assist clients in formulating real estate strategies and then deliver them within agreed timescales. By appraising our clients' assets we comprehensively understand their businesses and are able to use that intelligence to identify assets that complement their existing portfolio through strategic acquisition and disposal.



Department
for Education

"We consider the team's valuation, development consultancy and agency capabilities are at the forefront of the market. They are efficient, knowledgeable and most importantly they deliver expectations within agreed timescales."

Department for Education



EACH YEAR WE MEASURE AND VALUE IN EXCESS OF 1 MILLION SQUARE FOOT OF EDUCATIONAL PROPERTY FOR FUNDING PURPOSES

Client Department for Education

Sector Education

Property Ladbroke House, Highbury, London, N5

Instruction Extensive consultancy,
development appraisal and valuation advice
for acquisition purposes.



WE PROVIDE EXTENSIVE CHARITIES ACT ADVICE TO A RANGE OF CHARITIES ACROSS THE UK

Client Ealing, Hammersmith
and West London College

Sector Charities

Property Acton Campus, London

Instruction Development consultancy and
advice on best value for mixed use development
comprising educational and residential uses.





RESEARCH

We provide specific strategic research on the institutional market that is published and circulated to our clients in the public sector, education, charity and retirement sectors.

Knight Frank's Institutional Consultancy Department provides strategic research to a wide range of client including developers, investors and financial and corporate institutions. We can advise on:

- ♦ Retirement market analysis
- ♦ Educational market trends
- ♦ Specialist retirement housing feasibility studies
- ♦ Socio economic analysis
- ♦ Demographic reports
- ♦ UK market forecasting

Utilising the resources of our commercial and residential division's research teams we are able to provide relevant research to the institutional development market and our opinion of how domestic and international economic fluctuations are likely to affect this sector of the market.



"I am extremely grateful to Knight Frank LLP for all the effort they have put into our real estate strategy across our West London estate to date and we continue to work with them on multiple fronts. We consider the team is at the forefront of the mixed use development market and they come highly recommended."

Ealing, Hammersmith and West London College



**BRAMSHILL CAMPUS,
HAMPSHIRE**

Sold
Price: £25 million +



**MIDDLE ASTON HOUSE,
BICESTER, OXFORDSHIRE**

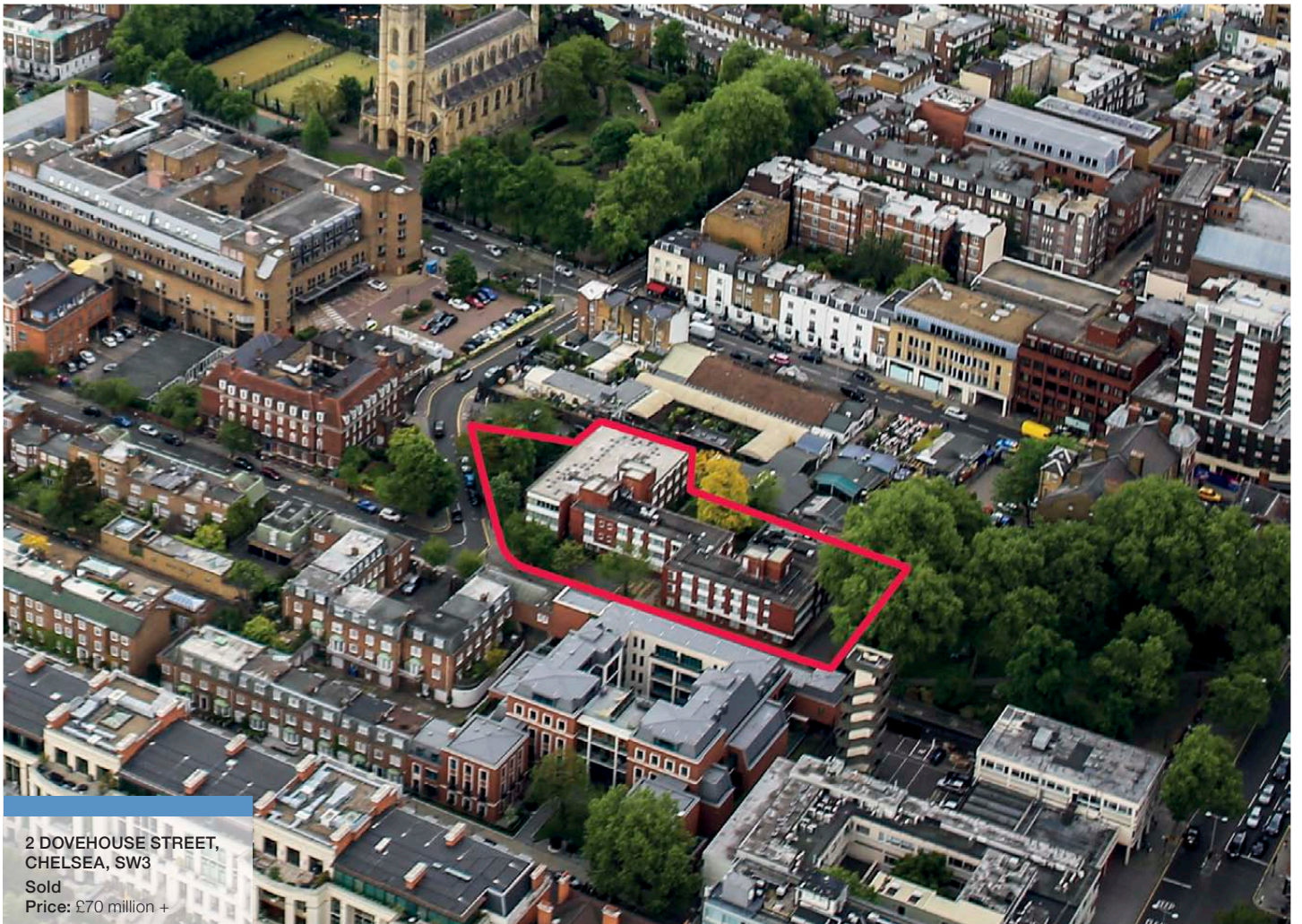
Sold
Guide price: C. £4 million



IVY HOUSE,
GOLDERS GREEN, NW11
Sold
Price: £8 million +



17 VICTORIA PARK SQUARE,
BETHNAL GREEN, E2
Sold
Price: C. £2 million



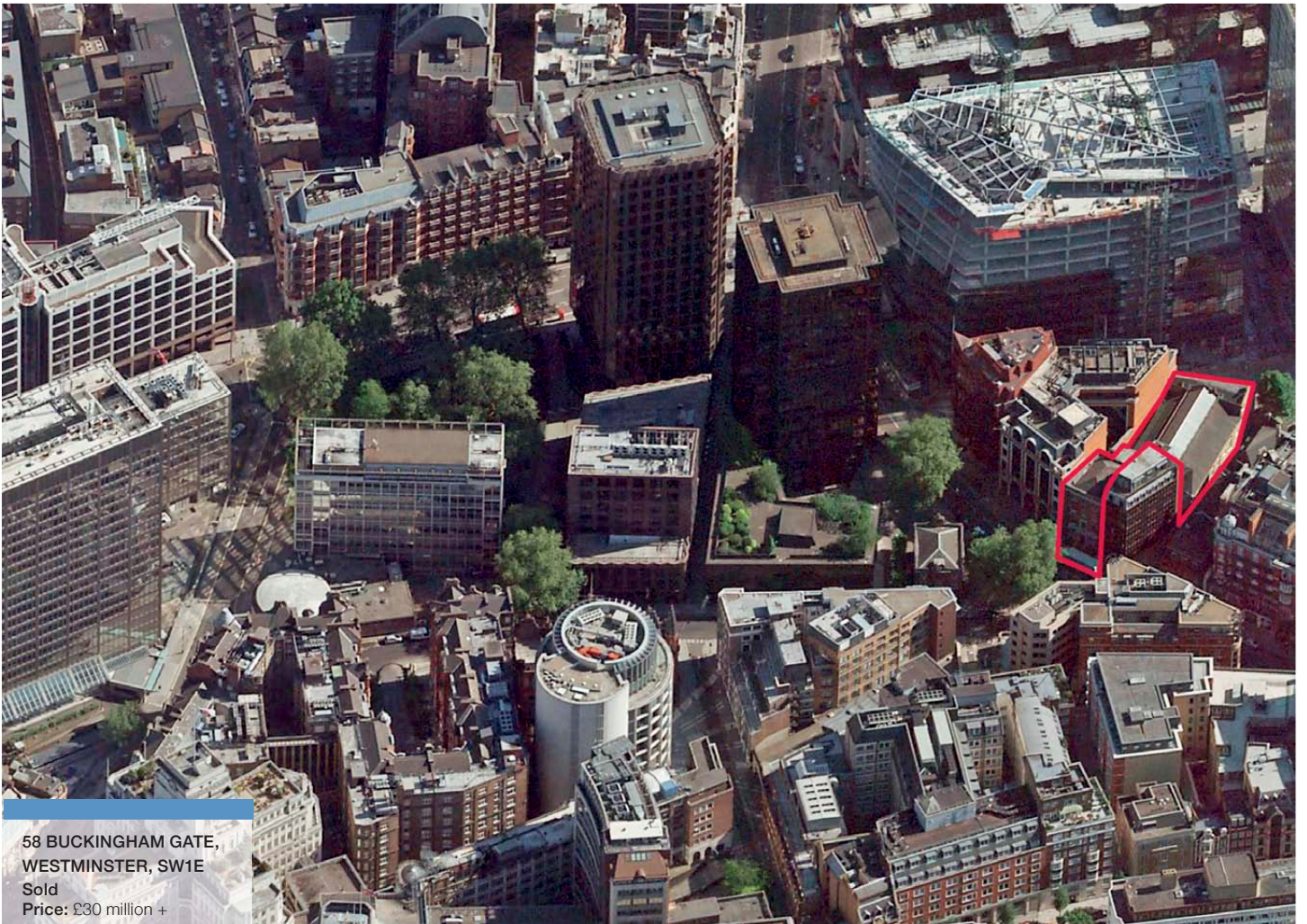
2 DOVEHOUSE STREET,
CHELSEA, SW3
Sold
Price: £70 million +



41-71 COMMERCIAL
ROAD, E1
Acquired
Guide price: £50 million +



DULWICH HOSPITAL,
SE22
Sold
Price: £25 million +



58 BUCKINGHAM GATE,
WESTMINSTER, SW1E
Sold
Price: £30 million +

OUR PEOPLE

Our agents are market leaders in achieving best value from under-utilised assets. The team annually advises on in excess of £1 billion transactions. Our team of valuers are experienced in analysing the existing use of D1, C2 and Sui Generis assets as well as their development potential for existing and alternative uses including residential development.

Through valuing across the institutional sector we have a depth of knowledge and a range of contacts across different groups of funders including institutions, high street banks, private equity houses and high net worth individuals. We work closely with funders across the public sector, education, charitable and retirement markets connecting flows of capital with developers and operators to facilitate the delivery of development.

Our unrivalled track record in providing advice to the sector ensures we offer a bespoke service to our clients who receive the highest levels of expertise and the maximum appreciation of the opportunities such properties represent. As part of our Residential Development Department and with the support of the full range of Knight Frank specialist departments and our national network of 74 offices, we are able to provide clients with a considered holistic approach to achieve constructive and cost effective solutions to D1, C2 and Sui Generis use assets for existing and alternative uses and development.

INSTITUTIONAL CONSULTANCY



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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 12,000 property professionals, in more than 370 offices in 55 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.



AFRICA

Botswana
Kenya
Malawi
Nigeria
South Africa
Tanzania
Uganda
Zambia
Zimbabwe

AMERICAS

Argentina
Brazil
Canada
The Caribbean
Chile
Colombia
Mexico
Peru
USA

ASIA PACIFIC

Cambodia
China
Hong Kong
India
Indonesia
Japan
Malaysia
Singapore
South Korea
Taiwan
Thailand
Australia
New Zealand

EUROPE

Austria
Belgium
Czech Republic
France
Germany
Ireland
Italy
Monaco
Netherlands
Poland
Portugal
Romania
Russia
Spain
Switzerland
United Kingdom

MIDDLE EAST

Abu Dhabi
Dubai

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

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

