ADDING VALUE TO PUBLIC SECTOR PROPERTY
BNP Paribas Real Estate has excellent long term relationships with a wide range of public bodies and a strong track record of delivering robust, strategic advice. We work with local authorities, central government, healthcare, education, museums and emergency services throughout the UK.

We support our clients in improving and extracting value from their property portfolios and provide high quality and timely advice to support key decisions.

**Our services include:**
- Affordable housing, viability & section 106/CIL
- Agency – from land disposals to lease hold acquisition
- Building consultancy
- Compulsory purchase
- Development consent orders
- Development consultancy
- Development monitoring
- Dispute resolution
- Finance via our banking colleagues
- Infrastructure
- Investment
- Lease advisory
- Occupier strategy
- Project management
- Property management
- Rating
- Regeneration
- Valuation, including for Section 123.

**HOW TO PROCURE OUR SERVICES**

We are currently employed on more than 20 term and framework contracts nationally. Framework contracts enable existing and new clients to easily procure our services without having to go through a time-consuming and costly OJEU process. Clients therefore have a clear understanding of the maximum fee rates for services.

**Our national frameworks include:**
Homes and Communities Agency (HCA), NHS Shared Business Services Framework and Eastern Shires Purchasing Organisation (ESPO).

For further information on frameworks please contact our Public Sector advisory team at **public.sector@bnpparibas.com**
VIABILITY / APPRAISAL / TRANSACTION
HOW WE HELP ENSURE REGENERATION IS DELIVERED

SHEFFIELD CITY COUNCIL

• Strategic property review of 35 assets to identify value enhancement opportunities
• CIL Charging Schedule – viability assessment
• Don Valley Stadium valuation advice.

THE AVENUE COKING WORKS, DERBYSHIRE

• Property advisor to the project working with the wider technical team to help transform the former Avenue Coking Works to a viable new community
• The site extends to 240 acres and remediation costs for what was known as the most contaminated site in England were £172 million
• Planning permission for 469 homes and six acres of employment achieved in November 2013.

Client: Homes and Communities Agency
LONDON BOROUGH OF SOUTHWARK

- Timely valuation advice on a wide range of properties in the borough
- Lot sizes ranging from £150,000 – £45,000,000
- Support with S123 sign-off on disposals
- Major projects including a valuation of the Aylesbury Estate and advice on the development agreement.

FREEMANS REACH, DURHAM

- Provision of development consultancy, project viability, development procurement and marketing advice to bring forward this key mixed-use city centre site
- Management of an OJEU compliant procurement process to appoint Carillion as the public sectors’ development
- Agreeing to pre-let terms and conditions to secure a new 60,000 sq ft Grade A office building for National Savings & Investment.

Client: Durham County Council and One NorthEast
THE STAGE, SHOREDITCH, LONDON

- Development agreement to combine Hackney’s land with private land to deliver scheme for 385 residential units and 250,000 sq ft commercial
- Included the preserved stage, where Shakespeare is thought to have performed before moving to the Globe
- Geared ground rent and residential sales overage from wider scheme.

Client: London Borough of Hackney

CAMBRIDGE ROAD ESTATE, KINGSTON UPON THAMES

- Advised on options for the regeneration of the estate
- Initial advice on land assembly and CPO, including the preparation of detailed property cost estimates
- Viability advice on a range of alternative development scenarios and on value optimisation
- Advice on alternative procurement and delivery options
- Financial advice in support of the Council’s successful bid for Housing Zone status.

Client: Royal Borough of Kingston Upon Thames
ST PAULS PLACE, SHEFFIELD

• A major regeneration opportunity promoted by Sheffield City Council and secured by CTP Development

• Worked with CTP and their development team to secure gap funding to complete the development

• Initial phase was building 70,000 sq ft of offices, the Mercure Hotel, a multi-storey car park and a residential block. The offices are occupied by DLA solicitors and Barclays Bank

• The second building on site was approximately 80,000 sq ft and was sold to the Government

• The final phase of the scheme is a further 90,000 sq ft completing in 2016. This phase received gap funding from the JESSICA Fund which is aimed at providing funding sources where normal routes are difficult.

Client: CTP Developments

HOMES AND COMMUNITIES AGENCY

• Appointed on a number of schemes to provide development monitoring services

• Schemes range in size from £0.5 million to £40 million total scheme costs

• Currently appointed to monitor in excess of £400 million worth of schemes across the North and North East.
ESTATE STRATEGY AND TRANSACTIONS
HOW WE HELP OCCUPIERS INTO BETTER QUALITY AND MORE EFFICIENT WORKPLACE

TRANSPORT FOR LONDON

- Appointed as strategic advisor in 2013 to rationalise the portfolio, reduce costs and increase revenue generation

  Assessment of the Head Office portfolio of 30 properties totalling 1.5 million sq ft. The portfolio comprised a mix of freehold and leasehold interest

- **Phase 1** – identified the efficiency, operational requirements, locational fit and staff satisfaction of each property, as well current market rents/values for existing and alternative uses

- **Phase 2** – focussed on agreed top 10 properties, to create asset plans and feasibility studies to assess the optimum solution for each site

- **Phase 3** – Implementation phase of rationalisation project included the acquisition of a new 270,000 sq ft headquarters office building at the International Quarter, Stratford on a pre-let basis and the disposal of 10,000 sq ft at Euston House, making savings of over £1 million

- Also undertook the project management for TFL, project monitoring of the bare build and acted as technical client director.
THE POST OFFICE – NATIONAL PORTFOLIO OF 454 PROPERTIES
• Estates management contract held since 2012
• The portfolio is a mixture of freehold and leasehold properties, primarily retail with some office and industrial assets worth £75 million
• Sunderland – removed 2016 break clause in exchange for rent reduction, delivering savings of £191,000
• Aldwych – secured nil increase (£116,000 p.a.) by pushing landlord alignment towards third party
• Worlds End – lease renewal where rent decreased from £89,250 to £85,000 p.a.; the landlord quoted £150,000 and no other rents went down in the area. Achieved a five year lease with rolling tenant break from the third year.

UNIVERSITY COLLEGE LONDON HOSPITALS NHS TRUST
• Advisors since 2008
• 34 properties in Central London
• Estates strategy
• Strategic consultancy
• Transactional services
• Architectural and space planning
• Rent reviews
• Rating
• Dilapidations/building surveys.

UNIVERSITY COLLEGE LONDON HOSPITALS NHS TRUST
• Advisors since 2008
• 34 properties in Central London
• Estates strategy
• Strategic consultancy
• Transactional services
• Architectural and space planning
• Rent reviews
• Rating
• Dilapidations/building surveys.

The Post Office – National Portfolio of 454 Properties
• Estates management contract held since 2012
• The portfolio is a mixture of freehold and leasehold properties, primarily retail with some office and industrial assets worth £75 million
• Sunderland – removed 2016 break clause in exchange for rent reduction, delivering savings of £191,000
• Aldwych – secured nil increase (£116,000 p.a.) by pushing landlord alignment towards third party
• Worlds End – lease renewal where rent decreased from £89,250 to £85,000 p.a.; the landlord quoted £150,000 and no other rents went down in the area. Achieved a five year lease with rolling tenant break from the third year.

UNIVERSITY COLLEGE LONDON HOSPITALS NHS TRUST
• Advisors since 2008
• 34 properties in Central London
• Estates strategy
• Strategic consultancy
• Transactional services
• Architectural and space planning
• Rent reviews
• Rating
• Dilapidations/building surveys.

9
INVESTMENT
EMPLOYING LOCAL AUTHORITY CAPITAL TO BEST EFFECT INSIDE AND OUTSIDE THE BOROUGH

SAINSBURY'S, EARLSFIELD, LONDON

- Advised on the £5 million acquisition of this prime property within the purchaser’s jurisdiction
- Represented a good level of income from a strong covenant in a prime spot within the borough.

Client: London Borough of Wandsworth

BROADWAY SHOPPING CENTRE, BEXLEYHEATH

- Advised on the restructuring of the head lease and other interests to encourage re-development
- Our leasing team are also advising on the letting or sale of the marriage office.

Client: London Borough of Bexley
70 QUEEN STREET, CARDIFF

- Advised on the acquisition of this prime property on a key shopping street in Cardiff
- The asset, income stream, strength of Cardiff as a retail location and current rental values in the city support the LBW’s investment outside of their own jurisdiction.

Client: London Borough of Wandsworth

MANOR WALKS SHOPPING CENTRE, CRAMLINGTON, NORTHUMBERLAND

- Acted on behalf of Arch Commercial Enterprise Ltd, the development company wholly owned by Northumberland County Council, on the 350,000 sq ft shopping centre
- Advised client on the £78 million purchase which is largest acquisition to date.

Client: Arch Commercial Enterprise Ltd
BEXHILL TO HASTINGS LINK ROAD

- 5km link road to support regeneration of North East Bexhill-on-Sea and Hastings
- Appointed April 2009
- Management of land acquisition programme under compulsory purchase powers
- Valuation of land to be acquired
- Approximately 150 plots of land
- Land management strategy.

Client: East Sussex County Council
CURZON GATEWAY, ACQUISITION BY HS2 LTD

• Confidential analysis, investment appraisal and assessment of the potential claim against HS2 enabled early negotiation once HS2 had a Property team in place

• Provided detailed advice to the client on the CPO process, likely timescales and negotiation options, informing the client earlier than other claimants and facilitating early engagement with HS2 to negotiate a solution

• With the assistance of the client’s finance and management teams and legal advice, Heads of Agreement were secured to fix compensation and enabled continued operation of the student lettings until HS2 require entry for demolition.

Client: UNITE Group

We are acting for 34 significant commercial claimants affected by HS2 totalling more than £600 million in claims value
BUSINESS RATES
ARE YOU GETTING ADVICE IN RELATION TO THE 2017 REVALUATION

THE BBC RATING ADVICE

- Advisers since 2000
- Services provided include appeals/mitigation/historic audit/rates management
- Portfolio size: 165 properties
- Property types: recording studios/Offices/film sets/warehouses/radio masts/car parks
- Total rateable value (2010 rating list): £60 million
- Total savings to date (2010 rating list): £39 million.

Client: The BBC
CONTACTS

Dan Bayley
Agency
+44(0)20 7338 4444
daniel.bayley@bnpparibas.com

Anthony Lee
Viability and Planning
+44(0)20 7338 4061
anthony.lee@bnpparibas.com

Stuart Cunliffe
Investment
+44(0)20 7338 4875
stuart.cunliffe@bnpparibas.com

David Couch
HCA and Land Disposals
+44(0)114 263 9221
david.couch@bnpparibas.com

Duncan Thomas
Development Consultancy and Regeneration
+44(0)20 7338 4010
duncan.thomas@bnpparibas.com

Daniel Parry-Jones
Sales and Portfolio Rationalisation
+44(0)117 984 8418
daniel.parry-jones@bnpparibas.com

Chris Selway
CPO and Infrastructure
+44(0)117 984 8480
chris.selway@bnpparibas.com

Johnny Dunford
Occupier Strategy
+44(0)20 7338 4312
johnny.dunford@bnpparibas.com

Tom Bolland
Occupier and Banking Relationship Manager
+44(0)20 7338 4145
tom.bolland@bnpparibas.com

Colin Mumford
Lease Advisory
+44(0)20 7338 4279
colin.mumford@bnpparibas.com

Jim Ruthven
Rating
+44(0)20 7338 4156
jim.ruthven@bnpparibas.com

Richard Worthington
Building Consultancy
+44(0)20 7338 4036
richard.worthington@bnpparibas.com

www.realestate.bnpparibas.com
6 BUSINESS LINES in Europe
A 360° vision

**Main locations**

**EUROPE**

**FRANCE**
Headquarters
167, Quai de la Bataille
de Stalingrad
92867 Issy-les-Moulineaux
Tel.: +33 1 55 65 20 04

**BELGIUM**
Boulevard Louis
Schmidtlaan 2 B3
1040 Brussels
Tel.: +32 2 224 835 000

**CZECH REPUBLIC**
Pobřežní 620/3
186 00 Prague 8
Tel.: +420 224 835 000

**GERMANY**
Goetheplatz 4
60311 Frankfurt
Tel.: +49 69 2 98 99 0

**HUNGARY**
Alkotás u. 53.
H-1123 Budapest,
Tel.: +36 1 487 5501

**NETHERLANDS**
Antoni Vivaldistraat 54
1083 HP Amsterdam
Tel.: +31 20 305 97 20

**POLAND**
Al. Jana Pawła II 25
Atrium Tower
00-854 Warsaw
Tel.: +48 22 653 44 00

**ROMANIA**
Banul Antonače
Street n°40-44
Bucharest 013685
Tel.: +40 21 312 7000

**SPAIN**
C/Genova 17
28004 Madrid
Tel.: +34 91 454 96 00

**UNITED KINGDOM**
5 Aldermanbury Square
London EC2V 7BP
Tel.: +44 20 7599 4000

**MIDDLE EAST / ASIA**

**ABU DHABI**
Hazzia Bin Zayed Street
Area 19/02 plot n°148
P.O. Box 2742 Abu Dhabi
Tel.: +971 44 248 277

**DUBAI**
Emaar Square
Building n°1, 7th Floor
P.O. Box 7233, Dubai
Tel.: +971 44 248 277

**HONG KONG**
25/F Three Exchange
Square, 8 Connaught Place, Central,
Hong Kong
Tel.: +852 2909 2806

**Alliances**

<table>
<thead>
<tr>
<th>Algeria *</th>
<th>Portugal</th>
</tr>
</thead>
<tbody>
<tr>
<td>Austria</td>
<td>Serbia</td>
</tr>
<tr>
<td>Cyprus</td>
<td>Sweden</td>
</tr>
<tr>
<td>Denmark</td>
<td>Switzerland</td>
</tr>
<tr>
<td>Estonia</td>
<td>Tunisia *</td>
</tr>
<tr>
<td>Finland</td>
<td>Turkey</td>
</tr>
<tr>
<td>Greece</td>
<td>USA</td>
</tr>
</tbody>
</table>

* In Transaction, Valuation & Consulting

**Contacts**

Alliances
Florence Hesse
Tel.: +33 (0) 47 63 17 38
florence.hesse@bnpparibas.com

Research
Christophe Pineau
Tel.: +33 (0) 47 63 94 77
christophe.pineau@bnpparibas.com

* The Social Media Icons should be converted to real links

www.realestate.bnpparibas.com