ABOUT BNP PARIBAS REAL ESTATE

- Part of the 4th largest global bank
- 3,800 employees across 37 countries
- 600 personnel across 8 cities in the UK
- Top 5 property adviser – Estates Gazette
- 50% transactional 50% consultancy
- 40% UK growth since 2012

OUR UK PROPERTY MANAGEMENT TEAM

- 4 million sqm under management nationally
- £1 billion rent and service charge handled annually
- Average rent collection after 7 days of quarter day consistently >95%
- 180 employees
- 170 clients
- Specialist teams in:
  - portfolios
  - landmark buildings
  - west end and city
  - international

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PROPERTY MANAGEMENT
INTRODUCING OUR UK TEAM

PROPERTY MANAGEMENT

BNP PARIBAS REAL ESTATE
Real Estate for a changing world
## OUR TRACK RECORD

### PRESTIGIOUS BUILDINGS

<table>
<thead>
<tr>
<th>Client</th>
<th>Services</th>
<th>Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>200 Aldersgate St</td>
<td>Building design advice, set up and management</td>
<td>Management</td>
</tr>
<tr>
<td>Devonshire Square</td>
<td>Management</td>
<td></td>
</tr>
<tr>
<td>20 Gracechurch St</td>
<td>Building design advice, set up and management</td>
<td></td>
</tr>
<tr>
<td>51 Lime Street</td>
<td>Set up and management</td>
<td></td>
</tr>
<tr>
<td>40 Grosvenor Place</td>
<td>Management</td>
<td></td>
</tr>
<tr>
<td>Belgrave House</td>
<td>Building design advice, set up and management</td>
<td></td>
</tr>
<tr>
<td>6 Pancras Square</td>
<td>Management strategy and set up</td>
<td></td>
</tr>
<tr>
<td>Kirsh Family</td>
<td>Building design advice, set up and management</td>
<td></td>
</tr>
<tr>
<td>Tower 42 Estate</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### PORTFOLIOS

<table>
<thead>
<tr>
<th>Client</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Credit Suisse</td>
<td>International property and facilities management contract with key account management based in London and comprehensive reporting requirements.</td>
</tr>
<tr>
<td>MEAG</td>
<td>Pan-European property and facilities management contract with the key account manager based in Paris.</td>
</tr>
<tr>
<td>National Grid</td>
<td>Property and facilities management of a nationwide portfolio.</td>
</tr>
<tr>
<td>CCLA</td>
<td>Property and facilities management on COIF Charities Property Fund and LAMIT Property Fund comprising 190 tenants with a rent roll in excess of £40m.</td>
</tr>
<tr>
<td>Standard Life</td>
<td>Property and facilities management on national portfolio comprising 49 properties.</td>
</tr>
<tr>
<td>The Crown Estate</td>
<td>Property and facilities management on The Crown Estate's prestigious St James’s and London non-core portfolios. In excess of 200 mixed use properties and 600 tenants.</td>
</tr>
</tbody>
</table>
CORE SERVICES

MANAGING LEASE EVENTS
CLIENT ACCOUNTING
BUDGETING/FORECASTING
STACKING PLANS
WATCH LISTS
DUE DILIGENCE SUPPORT ON ACQUISITION
10 YEAR ASSET BUDGET PLAN
OPEX/CAPEX REPORTING
MANAGING LEASE EVENTS
PROPERTY LEASE DATABASE
SERVICE CHARGE MANAGEMENT
PROPERTY INSPECTIONS AND REGULAR TENANT MEETINGS
VOID LIABILITIES REPORTING
CUSTOMER SERVICE

SOME OF OUR CLIENTS

GREENWICH HOSPITAL
Supporting the Royal Navy since 1694

Ashby Capital

Lafarge

AVIVA INVESTORS

LVMH

Willis

Blackstone

Helical Bar plc

ROCKSPRING

CCLA

THE CROWN ESTATE

National Grid

Credit Suisse

Real Estate

Grosvenor

AOG

Standard Life

SUPPORTING AND IMPLEMENTING YOUR STRATEGY

SEAMLESS TRANSITION AND MOBILISATION
INTRODUCTION OF CONSISTENT PROCESS
CONSISTENT AND EFFICIENT DELIVERY OF CORE SERVICES
RELEASED OWNER TIME TO FOCUS ON STRATEGY AND STAKEHOLDER ENGAGEMENT

OPTIMISED PROPERTY PERFORMANCE

RISK MANAGEMENT AUDIT* SUSTAINABILITY INNOVATION ADDED VALUE

*ISAE 3402 Accreditation