

# LANDWOOD GROUP

Chartered Surveyors | Asset Managers | Auctioneers

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# Welcome to Landwood, the asset experts.

Our team of chartered surveyors, asset managers and auctioneers provide an unrivalled service on all aspects of property, plant and machinery and business assets. How can we help you?

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Working from offices in Manchester and covering all of the UK, place your trust in our highly experienced team to deliver an end to end service that will exceed your expectations.

## Our Services:



Valuations



Property Advisory



Recovery &  
Restructuring



Project  
Consultancy



Plant & Machinery



Asset Management



Service Charge  
Consultancy



Building  
Consultancy



Property  
Management



Property Sales &  
Lettings



Landwood Property  
Auctions



Office Agency

Expert advice on  
property, machinery  
and business assets.

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# About Us

At Landwood Group, we are proud of the work we do and the results we achieve. Clients come to us for services including property and machinery asset valuations and appraisals for secured lending and recovery situations; residential and commercial property management; property and business asset sales and on-line property auctions.

## Our Key Sectors:

- |                                     |                                 |
|-------------------------------------|---------------------------------|
| + Business Recovery & Restructuring | + Lawyers                       |
| + Accountants                       | + High-net worth individuals    |
| + Banks                             | + Property owners and investors |
| + Commercial Finance                | + Asset managers                |
| + Specialist & Asset based lenders  | + Local authorities             |
| + Peer to Peer lenders              | + Commercial Property Agents    |
| + Corporate Finance advisors        |                                 |

## Our Approach:

01

### We Care about your work

We work closely with you on each instruction to make sure you get the right result.

02

### Agile and focussed team of experts

Director led approach, we are not a huge corporate.

03

### Above and beyond

We go above and beyond to make sure we deliver the best result for you.

## Our Clients

We advise clients of all sizes, from private individuals to major corporations. No matter how simple or complex your needs when it comes to property, we are the experts in your corner.

Aldermore

Handelsbanken

ni  
NIXAL

SecureTrust  
Bank

FRP

REWARD  
FINANCE GROUP

RSM

pwc

ADDLESHAW  
GODDARD

TLT

assetz  
capital

Grant Thornton

Computershare

Quantuma

cowgills

Public  
Sector  
Plc™



## Our Services

# Valuations

Providing an accurate and detailed valuation of your property, machinery and other business assets is why we are here. Our team is highly experienced in providing valuations for recovery and restructuring purposes, for secured lending or analysis and reporting.

- + Individual valuations for secured lending purposes
- + Loan security reviews
- + Development appraisals
- + Portfolio valuations
- + Desk top appraisal service







## Our Services

# Property Advisory

We provide a full range of professional property advice to assist our clients at key decision points, including services for owners, investors and occupiers. Our services include:

- + Investment analysis and advice
- + Market analysis and reports
- + Due diligence and feasibility studies and reviews
- + Expert Witness in litigation
- + Rent review, lease renewals and rates review
- + Property recovery services



## Our Services

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# Recovery & Restructuring

We are experts in corporate recovery and work closely with Insolvency Practitioners, businesses, their lenders and advisers. We provide a full range of services from securing the site and assets, appraisal and valuation of the property and assets, through to the marketing and sale of the property and business & machinery assets to maximise realisations. Our services include:

- + Site security and control
- + Machinery & business asset appraisal and valuation, including preparation of detailed asset registers
- + Property appraisal and valuation
- + Machinery & business asset disposal via private treaty and on-line auction
- + Property marketing and disposal of individual properties and portfolios, including commercial, industrial, land and residential
- + On-line property auctions





# Plant & Machinery

We provide appraisals and valuations of machinery & business assets for secured lending and recovery purposes. Working with Asset Based Lenders we provide advice including desk top appraisals through to full RICS valuations. The team also works closely with Insolvency Practitioners on asset recovery appraisal and disposal assignments, selling via private treaty and on-line auction to maximise the sale results for our clients. Our services include:

- + Asset appraisal and valuation
- + Asset security including lift out, removal and storage at a secure site
- + Disposal services, including on-line auction and private treaty sales





## Our Services

Asset  
Management

# Asset Management

Our dedicated and experienced team of Asset Managers offer a range of services to enhance and optimise the performance of commercial assets. We work for a range of high net worth individuals and property companies providing strategic advice from purchase through to optimising the performance on sale.

As the aspirations of today's commercial occupier become more extensive, landlords and their agent must be innovative and provide a first class service to aid tenant attraction and retention to ensure the performance of assets is maintained. Our dedicated team of asset managers focus on enhancing investment value for clients by securing rental flow and generating steady capital improvements. Our extensive services include:

- + Asset performance initiatives
- + Lease advisory
- + Strategic asset management advice
- + Business plans and forecasts
- + Void cost mitigation and business rates saving schemes
- + Service Charge Consultancy



Office Agency

## Office Agency

Providing excellent market knowledge, imagination and enthusiasm, Landwood works with institutional landlords, private landlords, developers, large corporates and occupiers on a broad range of office property, both in Manchester City Centre and the wider regional markets. By carefully managing every stage of the process, our team deliver the highest level of service and ensure a seamless transaction in all facets including; lettings, sales, searches, acquisitions and disposals.

- + Lettings & Sales
- + Search & Acquisitions
- + Tenant representation



Service Charge  
Consultancy

# Service Charge Consultancy

Landwood Group have an experienced commercial service charge consultancy team who act for a number of landlords and occupiers. With the introduction of the Service Charges in Commercial Property 1st Edition in September 2018, effective 1 April 2019, this professional statement contains mandatory obligations for Landlord which must be adhered to. Our team undertake forensic investigations into service charge documents to release efficiency savings for tenants or to ensure compliance of landlords with their obligations. Services include the following:

- + Advice on lease interpretation and support through lease drafting
- + Advice on expenditure/budgets/sinking funds and apportionments
- + Advice on recoverability of costs of major repairs and replacements
- + Adherence to the service charge code, the requirements of landlords and rights of occupiers



Property  
Management

# Property Management

Our experienced and proactive team of Property Managers offer a range of services for all types of commercial property to optimise the performance and value for landlords. The service offered by our dedicated team is different from our competitors. By paying attention to detail we ensure the asset performs to the highest of standards for the landlord. Our services include:

- |   |                                    |
|---|------------------------------------|
| + Rent and financial Management (rent collection, financial reporting and service charge budget administration) | + Lease event Management           |
| + Regular on site inspections and maintenance   | + Service provider management      |
| + Site Health and Safety Compliance   | + Facilities Management services   |
| + Tenant lease obligation compliance  | + 24/7 Helpdesk service            |
|   | + Regular bespoke client reporting |



## Our Services

# Project Consultancy

We provide project management for an extensive range of construction projects, varying from new build to refurbishment and fit-out.

We understand that every project has its own set of unique challenges and tailor our advice accordingly. We provide support from the outset for every step of the project lifecycle from briefing through to handover ensuring that our technical expertise aligned with our commercial experience and inclusive approach delivers quality projects to programme and budget. Our services include:

- |                           |                            |
|---------------------------|----------------------------|
| + Project Management      | + Cost Consultancy         |
| + Programme Management    | + Feasibility Studies      |
| + Employer's Agent        | + Development Monitoring   |
| + Contract Administration | + Project Recovery         |
| + Risk Management         | + Design and Specification |



## Our Services

# Building Consultancy



Building  
Consultancy

We provide clear commercial building consultancy advice to investors, occupiers, developers and funders of commercial property.

Our director led team of Chartered surveyors ensures that our clients can make investment and management decisions with a full understanding of the risks, options, costs and importantly the solutions.

Our services include:

- + Pre-Acquisition, Vendor, Portfolio and Pre-Lease Surveys
- + Dilapidations Consultancy
- + Service Charge Advice
- + Planned Maintenance and Life Cycle Management
- + Building Reinstatement Costs Assessment Valuations
- + Contract Administration
- + Architectural Design
- + Workplace Consultancy
- + Schedules of Condition
- + Party Wall Matters
- + Licences to Alter
- + Expert Witness







## Our Services

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# Property Sales & Lettings

Our agency team manages the sale of all property classes on an individual property basis, portfolio sales and auctions. We sell properties across the UK and will use joint agents where this is the most appropriate way of maximising sale realisations. Operating across all major sectors including industrial, office, retail, leisure, care and investment advice. Our services include:

- + Individual property sales
- + Portfolio sales
- + On-line property auctions via Landwood Property Auctions
- + Commercial lettings
- + Residential lettings



Our Services

# Property Auctions

Our property auction team are the best in the business, running online auctions every week for commercial and residential clients. Whether you have sold at auction many times before or it's your first time, the Landwood team are industry experts who get amazing results – 82% of our properties are sold.

420+

Lots Listed

12 Months to end of June 2020

82%

Success Rate

12 Months to end of June 2020

## Our Team

# Senior Management Team

Professional, experienced, friendly, focused and down to earth, Landwood Group staff care about doing the best job we can for you. The service every client gets is director-led, personal and tailored to them – and our reputation has been built up over many years. We'd love to get to know you and your business better.



**Mark Bailey** | BSc (Hons), ACII

Managing Director

An experienced asset management and recovery professional, including operational management and turnaround.

[mark.bailey@landwoodgroup.com](mailto:mark.bailey@landwoodgroup.com)

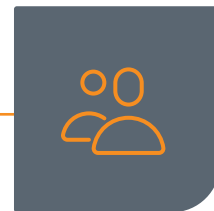


**Richard Parkinson** | DipSurv, MRICS, IRRV (Hons)

Managing Director

A RICS Registered Valuer and NARA member. A highly experienced corporate recovery and valuation specialist focussing on complex and commercial property advice.

[richard.parkinson@landwoodgroup.com](mailto:richard.parkinson@landwoodgroup.com)



## Management Team



### **Helen Jude** | LLB (Hons), PgDipSurv, MRICS

Director | Property

A RICS Registered Valuer and NARA member. Leads the property valuation and recovery team, providing professional advice on commercial and residential property assets.

[helen.jude@landwoodgroup.com](mailto:helen.jude@landwoodgroup.com)



### **Anna Main** | BSc (Hons), MRICS

Director | Commercial Asset Management

Commercial asset management and property management expert, covering the full range of commercial, industrial, retail and office assets throughout the UK.

[anna.main@landwoodgroup.com](mailto:anna.main@landwoodgroup.com)



### **Richard Blackman**

Consultant | Business Assets

A highly experienced asset manager and asset recovery specialist.

[richard.blackman@landwoodgroup.com](mailto:richard.blackman@landwoodgroup.com)



### **James Ashworth** | BSc (Hons), MRICS

Director | Property Auctions

Expert commercial property auction professional, including commercial property valuations.

[james.ashworth@landwoodgroup.com](mailto:james.ashworth@landwoodgroup.com)



### **Holly Surplice** | BSc (Hons), MRICS

Associate Director | Property

A RICS Registered Valuer and highly skilled property recovery professional.

[holly.surplice@landwoodgroup.com](mailto:holly.surplice@landwoodgroup.com)



### **Kate Lay** | AssocRICS

Director | Property Auctions

An abundance of auction experience including all aspects of property marketing and sales.

[kate.lay@landwoodgroup.com](mailto:kate.lay@landwoodgroup.com)



### **Louise Dean** | BSc (Hons), MRICS

Associate Director  
Commercial Asset Management

An experienced commercial asset professional specialising in industrial and mixed use developments, office and retail assets.

[louise.dean@landwoodgroup.com](mailto:louise.dean@landwoodgroup.com)



### **Steven McKay** | BSc (Hons), MRICS

Associate Director  
Project & Building Consultancy

A highly experienced surveyor including all aspects of project and building consultancy services.

[steven.mckay@landwoodgroup.com](mailto:steven.mckay@landwoodgroup.com)

**LANDWOOD  
GROUP**

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