

NIGHTINGALE
PARTNERS

Property Investment & Management

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Nightingale Clients

OrchardStreet
INVESTMENT MANAGEMENT LLP

BlackRock®

RPMI
RAILPEN

C P G
CONSOLIDATED PROPERTY GROUP

AVIVA™

WESLEYAN

gatehousebank

capco

AberdeenStandard
Investments

altumcapital



LONDONMETRIC
PROPERTY PLC

J R Joseph
R T Rowntree
Reform Trust

LXi REIT
Long Indexed Income

CAPITAL
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LONDON
EST 1912

Coutts

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Introduction

Nightingale Partners is a specialist consultancy providing advice on commercial investment property and asset management, as well as providing property management services, both in Central London and across the UK regions.

Investment: We are agents who acquire and dispose of commercial property and our clients include institutions, pension funds, property companies, private investors and developers. We invest substantial time, through our extensive network of contacts, sourcing potential transactions both on and off market.

Property Asset Management and Management: Our property management portfolio and experience encompasses all sectors ranging from industrial, retail warehouses to high profile city centre offices. We pride ourselves in taking a proactive property management approach to identify opportunities to add value, but at the same time always retaining a focus on tenant satisfaction.

The following pages highlight examples of both investment acquisitions and disposals on which we have advised, as well as some of our existing management instructions.



Investment Acquisitions



We have greatly enjoyed and benefitted from working closely with our friends at Nightingale Partners over a long period of time.

PATRICK VAUGHAN - CHAIRMAN, LONDON METRIC PROPERTY PLC

Thames Wharf, Hammersmith, London, W6



Acquired on behalf of RPMI Railpen

- Substantial freehold development comprising six blocks of offices on a one acre site.
- Extensive frontage to the River Thames
- Also home to the world-renowned River Cafe restaurant

70 New Oxford Street, London, WC1



Acquired on behalf of Orchard Street IM

- Close to Tottenham Court Road (new Crossrail station)
- 17,700 sq ft of Grade A offices with two retail units
- Acquired for £36.5m

West London Office



Acquired on behalf of an institutional investor

- Newly developed Grade A office
- Virtual freehold
- Let on a long lease with RPI uplifts
- Purchase price c£30 million

55 Victoria Street, London, SW1



Acquisition on behalf of private client

- Situated on Victoria street
- Two ground floor retail units within newly developed residential block.
- Let to Itsu and Knight Frank
- Acquired for £8,888,000

48-49 Chancery Lane, London, WC2



Acquisition on behalf of Aviva Investors

- Grade A office building
- Multi-let
- Purchase price £15.575 million

Mayfair HQ, Grosvenor Street London, W1



Acquisition on behalf of global bank

- Prime headquarters office situated in core Mayfair location
- Off market transaction
- Acquisition price £11.5 million

Dyers' Buildings, Holborn London EC1



Acquisition on behalf of private overseas investor

- Midtown office
- Purchased as office to residential conversion opportunity (c35 units)
- Off market transaction
- Acquisition price in excess of £20.0 million

Chiltern Business Park, Chalfont St Peter, Buckinghamshire



Acquisition on behalf of Wesleyan Assurance Society

- Grade A Freehold office
- Well let for in excess of 8.5 years at market rent
- Acquired for c£4.3 million

Tyco Fire Products Unit, Frome, Somerset



Acquisition on behalf of Wesleyan Assurance Society

- Prominently situated and modern industrial warehouse extending to c37,700 sq ft
- Let to Tyco Fire Products Manufacturing Limited for c5 years unexpired
- Freehold
- Acquired for c£3.46 million

Durnsford Road, Wimbledon



Acquisition on behalf of private UK client

- Terrace of 10 units providing c18,861 sq ft of production, storage, office and gym accommodation
- Situated within a 5 minute walk of Wimbledon Park underground station
- Freehold
- Acquired for c£3.9 million

Handforth Dean Retail Park, South Manchester



Acquisition on behalf of Aviva Investors

- Newly developed Next Home and Garden Flagship store
- First phase of the Handforth Dean Shopping Park
- Let to Next Holdings Limited for 15 years
- Freehold
- Acquired for £15.8 million

Griffiths Retail Park, St Albans, Hertfordshire



Full funding on behalf of LXI REIT

- New development of a retail park comprising 3 units
- Fully pre-let to B&Q Plc, Aldi Stores Limited and Costa Limited
- New FRI leases of between 15 and 25 years, with RPI uplifts

Clarendon House, 147 London Road, Kingston-Upon-Thames



Acquisition on behalf of Altum Capital

- Office building extending to c33,850 sq ft
- Freehold
- Let in its entirety to Travel Republic Limited for c10 years unexpired
- Acquired for £10.07 million

15 Ellis Road, Mitcham



Acquired on behalf of Altum Capital

- Prime Greater London Industrial Unit
- Let to Hovis for in excess of 10 years
- Acquired for £4.985 million

10 Whitfield Street, London, W1

Investment Disposals



Nightingale Partners are proactive and deliver results. They really understand communication.

ANNA RULE - HEAD OF PROPERTY, RPMI RAILPEN



Acquired and sold on behalf of Aviva Investors

Acquired for £15.75 million
Sold for £20.19 million

- Multi-let freehold Grade A office building
- Assisted with re-gear of principal lease and removal of tenant break options
- Sold for £22.25 million.
- Capital growth increase of c. £4.5 million (28%) in 2.5 years

46-48 Grosvenor Gardens, London, SW1



Acquired and sold on behalf of private investor

Acquired for £14.55 million
Sold for £18.075 million

- Grade A office building together with residential mews
- Improving Victoria location
- Division of the assets, mews sold to Grosvenor Estate and office property sold to overseas fund managed by KFIM

1-5 Barge House Street, London, SE1



Disposal on behalf of Aberdeen Asset Management

- 20,158 sq ft (1,872.7 sq m) office building
- Let to Steer Davies and Gleave Limited
- Sale price £10.15 million

Rolex, One Hyde Park, London



Acquired and sold on behalf of private investor

Acquired for £13.0 million
Sold for £22.25 million

- Highly prominent retail unit in prime Knightsbridge location
- Let to Rolex
- Achieved a UK record-breaking yield of 1.7% and £8,000 per sq ft
- Capital growth increase of c. £9 million (71%) in 3.5 years

17 - 35 Loverock Road, Reading, Berkshire



Acquisition and disposal on behalf of private UK investor

Acquired for c£2.2 million (2018)
Sold for £4.25 million (2019)

- Multi-let industrial estate of c31,440 sq ft
- Freehold
- Undertook various lease renewals/ re-gears and sold the property for c£4.25 million

South East Distribution Warehouse



Disposal on behalf of private UK client

- Modern distribution warehouse extending to c144,000 sq ft
- Freehold
- Single let for c16 years unexpired (11 years to break)
- Sold for c£20.0 million

One Curo Park, St Albans, Hertfordshire



Disposal on behalf of RPMI Railpen

- Office building extending to c17,500 sq ft
- Freehold
- Single let to John Sisk and Sons Limited for 15 years unexpired with RPI uplifts
- Sold for c£4.9 million

One Elmfield Park, Bromley, Kent



Disposal on behalf of Aviva Investors

- Office building in town centre
- Short unexpired lease/ refurbishment opportunity
- Freehold
- Sold for c£4.525 million

Penine House, 39-45 Wells Street, Bradford



Disposal on behalf of private UK client

- Office building of c72,000 sq ft
- Freehold
- Sold with vacant possession as redevelopment opportunity

Elstree Tower, Elstree Way, Borehamwood, Hertfordshire, WD6 1SD



Disposal on behalf of private client

- Office building extending to c80,000 sq ft
- Let to Sungard Availability Services
- Sale price £12.45 million

Oxford House, 13/15 Magdalen Street, Oxford



Disposal on behalf of a private overseas client

- 16,805 sq ft (1,561 sq m) retail, nightclub and office building
- Multi-let on long occupational leases
- Sale price £6.0 million

Inspirepac, Wetherby



Disposal on behalf of private client

- Freehold manufacturing & distribution investment
- Let to a secure covenant until 2027 with uncapped RPI linked rent reviews
- Sale price £9.2 million

Bicester Shopping Park

Property Management



Nightingale Partners have for many years provided invaluable development and investment advice to the Group and recently took over the management of the entire portfolio. The transition was seamless and the improvement in service quite remarkable with enhanced site supervision, reduced service charges and significantly improved financial reporting and control procedures in place. The service is very personal and highly professional.

STUART DAWSON - CHAIRMAN, CONSOLIDATED PROPERTY GROUP

- Prime Retail Park adjacent to Bicester Village and Tesco
- Comprising 100,000 sq.ft
- Completion mid 2020
- Tenants include M&S, Boots, Next and Nike

Chester Retail Park, Chester



- Retail Park in the Sealand Basin retail area.
- Comprises eight units totalling c150,000 sq ft
- Tenants include The Range, TK Maxx, Mcdonalds and Pizza Hut

Eastgate Retail Park, Bristol



- Gateway retail park situated off junction 2 of the M32
- Eight retail units totalling 114,000 sq ft
- Tenants include M&S, Halfords and Laura Ashley

Kingsley Village, Penhale, Cornwall



- Newly developed retail park
- 6 units totalling 110,000 sq ft
- Tenants include M&S, TK Maxx & Next

Durnsford Road, Wimbledon



- Multi-let terrace of 10 units providing production, storage, office and gym accommodation
- Total area c18,860 sq ft
- Situated within 5 minute walk of Wimbledon Park underground station

Griffiths Retail Park, St Albans



- Newly developed retail park comprising 3 units
- Due to open August 2020
- Pre-let to B&Q Plc, Aldi Stores Limited and Costa

Manchester Trade Park



- Multi-let industrial estate comprising six units
- Extends to c 60,000 sq ft
- The scheme has significant redevelopment potential

Victoria, SW1



- Substantial Grade A office block in the heart of Victoria
- Total area c75,000 sq ft
- Undertaking various asset management initiatives including lease re-gears and repositioning of tenants

Earls Court



- Property and asset management services to Capital and Counties and Delancey on various properties close by to the main Earls Court complex
- Services include lease advisory, agency and FM/procurement advice

Testimonials



Nightingale Partners are proactive and deliver results. They really understand communication.

ANNA RULE - HEAD OF PROPERTY, RPMI RAILPEN



Nightingale Partners surpass 'standard investment agency', achieve successful results and it is a pleasure to work with them.

PETER MILLYARD, WESLEYAN ASSURANCE SOCIETY



We are delighted that our relationship with Nightingale Partners has resulted in a number of recent off-market transactions being completed. The Nightingale team really understand what drives us therefore their advice and contribution has always been of great value and benefit to us.

SCOTT NICOL - FOUNDER PARTNER, ALTUM CAPITAL



We have greatly enjoyed and benefitted from working closely with our friends at Nightingale Partners over a long period of time.

PATRICK VAUGHAN - CHAIRMAN, LONDON METRIC PROPERTY PLC



We have worked closely with the team at Nightingale for many years and concluded numerous transactions together. As a family business we have greatly valued their advice and support. More recently they have taken over the management of a substantial element of our property portfolio and I have been delighted with their thoroughly professional approach.

OLIVER LYMINGTON - MANAGING DIRECTOR, WALLOP ESTATES



Nightingale Partners have for many years provided invaluable development and investment advice to the Group and recently took over the management of the entire portfolio. The transition was seamless and the improvement in service quite remarkable with enhanced site supervision, reduced service charges and significantly improved financial reporting and control procedures in place. The service is very personal and highly professional.

STUART DAWSON - CHAIRMAN, CONSOLIDATED PROPERTY GROUP



We have worked with Chris White at Nightingale on the management of our former Earls Court assets and now our Lillie Square Estate. We have found his broad experience, knowledge and his proactive approach to management to be of real benefit. He is thoroughly professional and competent in all aspects of his work.

MIKE HOOD, CAPCO

Contact

Please contact any of our team if you would like to find out more about the services we provide, or wish to discuss any specific properties.

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