



Lambert
Smith
Hampton

MAKE WORK WORK

FINDING A WORKPLACE
THAT INSPIRES RESULTS
AND HAPPINESS

NO MORE BORING OFFICES

Grey desks, worn carpets and clock-watching.

1/3 of our lives are spent at work. Do we have to spend it in an uninspiring office?

Moreover, it leaves teams demotivated, and filled with Sunday night dread.



GET SMART

Smart workplaces attain the highest engagement and productivity from their staff. They attract and retain the best talent.



RELAX WE'VE GOT THIS

Your new workplace must drive productivity and encourage staff recruitment and retention. However... it must also go to plan and stay within budget. Talking of work, we do it all for you.

WORKPLACE CONSULTANCY

OFFICE SEARCH

DUE DILIGENCE

LEASE NEGOTIATIONS & ACQUISITION

MINIMISING COSTS ON LEASES

OFFICE FIT-OUT PROCUREMENT & MANAGEMENT

MANAGING YOUR EXIT STRATEGY



PERFECT PROCESS

UNDERSTANDING
YOUR NEEDS

1

Review your current lease and define a brief, along with workplace analysis and we encourage staff engagement at this stage.

PROVIDING
YOU WITH OPTIONS

2

Using our in-depth knowledge of the London market, we find a myriad of suitable solutions.

HELPING
YOU DECIDE

3

Accompanying you on viewing tours, we provide independent, expert advice and evaluate options via the creation of a bespoke matrix.

ACHIEVING
BEST VALUE FOR YOU

4

We are experienced in negotiating the most favourable financial and lease terms, saving you money and protecting your future.

DELIVERING
YOUR WORKPLACE

5

We manage the process through to lease completion and can work with you to achieve your ideal office.

ONE SIZE DOESN'T FIT ALL

CONVENTIONAL LEASE



Fixed-term leasehold agreement with a landlord.

Medium to large, established companies who want to create and pay for own branded space.

A lease is signed [minimum term of 3-5 years].

Sign 3-9 months before occupancy.

Rent and service charge paid quarterly per sq ft to landlord, business rates paid to local authority monthly. Fit-out, furniture & IT cost paid by you.

Exit fee will apply.

SERVICED / CO-WORKING



Flexible licence agreement with an operator.

Small to large companies wanting flexibility every 6-12 months and are happy to share services with other companies.

An agreement is signed [minimum term 1 month].

Sign 2-4 weeks before occupancy.

Paid monthly based on cost per desk. Includes fit-out and services.

No legal or exit fees.

MANAGED WORKSPACE



Flexible leasehold agreement offering bespoke workspace solutions.

Medium to large companies wanting a branded office with no upfront costs and flexibility having out-grown serviced space.

An agreement is signed [minimum term 2 years].

Sign 2-4 months before occupancy.

Paid monthly based on cost per sq ft. Includes fit-out and services.

No legal or exit fees.

Global Reach



BBC

itv

HEINEKEN

CGI

YOU'RE
IN GOOD
COMPANY

UK
Power
Networks

BRITISH
ECOLOGICAL
SOCIETY

WHATEVER
YOUR SIZE

TUI
UK & Ireland

clearmatics

Softcat

WaterAid

CloudHealth
TECHNOLOGIES

WORKING WONDERS

20 FENCHURCH STREET EC3

Our client brief was to secure significant profit and loss savings on its London office

Acquired 18,300 sq ft of fitted space in an iconic building

Achieved a competitive rent of £63.00 per sq ft (10% below quoting)

**Total client savings:
£10.5M**

CGI



WORKING WONDERS

125 OLD BROAD STREET
EC2

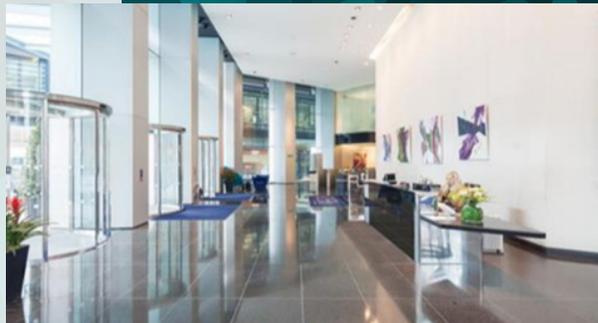
Acquired 5,900 sq ft of high quality fitted space

Achieved a competitive rent of £67.50 per sq ft

No capital expenditure required on the fit-out,
no reinstatement at the expiry of the lease

Total client savings:
£600,000

FASKEN



WORKING WONDERS

5 UPPER ST MARTIN'S LANE WC2

Client required flexibility given future expansion plans

Acquired a 15 desk office in The Office Group in Covent Garden on a 24 month contract

Client first year savings:

£29,200

QODA



MONEY MATTERS



CONVENTIONAL LEASED OFFICE COSTS (PER SQ FT PER ANNUM)				CO-WORKING/SERVICED OFFICE COST (PER DESK, PER MONTH)	
RENT (£)		TOTAL COST: Rent+Rates+SC (£)			
GRADE A	GRADE B	GRADE A	GRADE B		

1	MAYFAIR & ST JAMES'S	100	72	162	125	£350 - £1,600
2	KNIGHTSBRIDGE / BELGRAVIA	80	62	127	99	£325 - £1,000
3	MARYLEBONE	80	63	127	103	£375 - £950
4	SOHO	82	65	126	102	£350 - £950
5	NOHO / FITZROVIA	80	62	122	99	£385 - £900
6	COVENT GARDEN	72	60	114	96	£425 - £750
7	EUSTON & KINGS CROSS	72	62	112	101	£400 - £900
8	VICTORIA / WESTMINSTER	70	58	111	93	£400 - £880
9	CLERKENWELL & FARRINGDON	65	52	101	81	£300 - £700
10	MIDTOWN	67	54	104	85	£275 - £700
11	CITY (EC2, EC3, EC4)	63	50	101	80	£200 - £800
12	PADDINGTON	60	50	98	85	£300 - £750
13	OLD ST / SHOREDITCH	62	50	96	76	£200 - £600
14	SOUTHBANK	65	50	102	78	£300 - £650
15	VAUXHALL / NINE ELMS & BATTERSEA	60	40	90	64	£300 - £600
16	KENSINGTON & CHELSEA	55	45	90	64	£300 - £1,000
17	CAMDEN	52	42	82	69	£200 - £500
18	HAMMERSMITH	55	40	84	67	£375 - £575
19	ALDGATE / WHITECHAPEL	52	40	82	66	£325 - £650
20	WHITE CITY / SHEPHERD'S BUSH	52	37	81	61	£295 - £450
21	STRATFORD	47	32	78	54	£175 - £250
22	CANARY WHARF	40	30	73	60	£250 - £700

Grade A: new-build or fully refurbished Grade B: previously occupied, decorated to a medium quality. Headline rents stated are prior to agent negotiations and any financial incentives.

As at Q1 2021. Figures rounded to the nearest pound.

WORK SMARTER OUR TOP TIPS



START THE PROCESS EARLY

The sooner you start your search, the better. To get the best space at the best price start at least 12-16 months before your lease expiry.



APPOINTING AN AGENT IS COST EFFECTIVE

We are equipped to get the best financial terms for you. We can also reduce your exit costs, boasting on average a 30% reduction on landlord's dilapidation claims.



CONSIDER YOUR BUSINESS GOALS & STAFF

Your office space should facilitate your business function, but also consider if you are in the best location for customers, staff and amenities.



NOT EVERY OFFICE IS MARKETED PUBLICLY

Our knowledge and network across London allows us to provide you with off-market properties and new opportunities. There's no need to fritter hours away on Google with no luck!



THINK BEYOND FINANCIALS

Cheapest doesn't always mean best for your business. Savings can quickly be eliminated if the property is not ideally suited or located for you.



FACTOR IN THE FIT-OUT COST

For an unfitted office, costs typically range from £70-£140 per sq ft, including works and furniture. As a rule of thumb, budget a year's rent towards the fit-out. Serviced offices are a good option if you lack upfront capital.

WE'VE GOT IT COVERED

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DAVID EARLE
dearle@lsh.co.uk
+44 (0)20 7198 2270
+44 (0)7850 056626



JACK BECKETT
jwbeckett@lsh.co.uk
+44 (0)20 3824 4688
+44 (0)7711 766193



CRAIG HINVEST
chinvest@lsh.co.uk
+44 (0)20 7198 2029
+44 (0)7938 378982



EMMANUEL ALADE
ealade@lsh.co.uk
+44 (0)20 473 3865
+44 (0)7583 124513



FROM
**EVERY
ANGLE**

**WORKPLACE
ANALYSIS**

**BUILDING
SURVEYS**

**MANAGE OFFICE
FIT-OUT**

PLANNING USE

**BUILDING
VALUATIONS**

**SUSTAINABILITY/BUILDING
WELLNESS**

**BUSINESS RATES
MITIGATION**

**LEASE
ADVISORY**

DILAPIDATIONS

**SERVICE CHARGE
DISPUTES**

**1,400 EXPERTS 32 LOCATIONS ACROSS
THE UK & IRELAND 60,000+ PROPERTIES
MANAGED ADVISE ON £16BN OF
PROPERTY EACH YEAR 1,000 RAILWAY
STATIONS MANAGED 15M SQ FT
OF SHOPPING CENTRES MANAGED
18M SQ FT OF INDUSTRIAL & LOGISTICS +
7M SQ FT OF OFFICE SPACE TRANSACTED
EACH YEAR 350 PUBLIC SECTOR CLIENTS
60% OF FTSE 100 ADVISED**