

# MAXIMISE VALUE MINIMISE LOSS

AN INNOVATIVE APPROACH

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ASSET & DEBT ADVISORY

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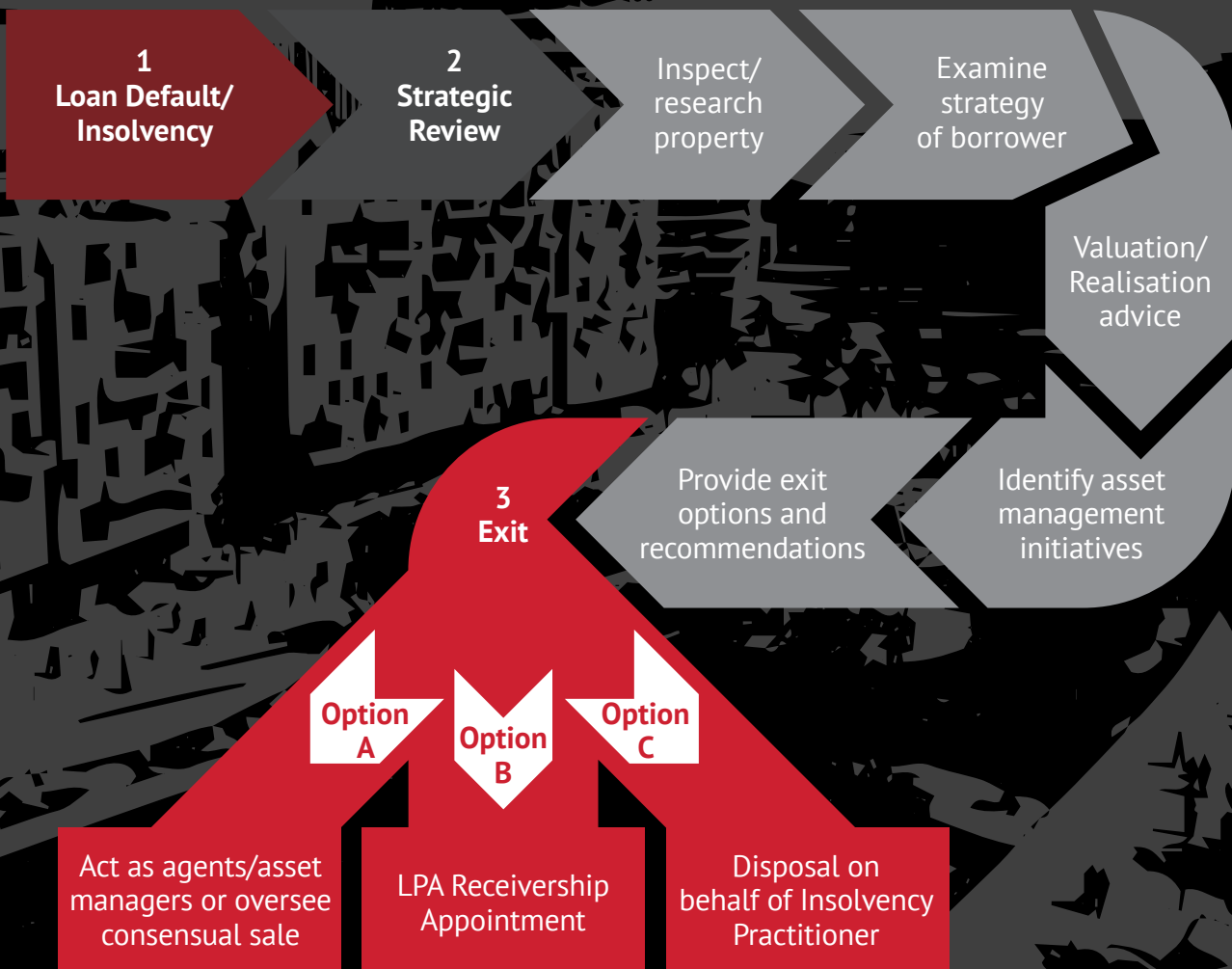
# THE TEAM

In increasingly uncertain times, the ability to appoint a fixed charge receiver is more often than not the enforcement option of choice for fixed charge-holders, providing control and a cost effective method of recovery. The Asset and Debt Advisory Department at Lambert Smith Hampton, which has 15 registered property receivers throughout the UK is particularly well placed to assist both in a preliminary and formal appointment capacity.

The team has a wealth of experience in providing strategic property valuation, asset management and agency advice to Banks and Insolvency Practitioners on non-performing loans and failing businesses and we have one of the largest dedicated debt advisory departments in the UK.

The division is supported by expertise in planning, building consultancy, property management, capital markets and machinery and business assets enabling bespoke project teams to be assembled.

# OUR APPROACH



# TRACK RECORD



## CENTRAL MANCHESTER MIXED USE INVESTMENT

- Receivership appointment over mixed use building, opposite Arndale Centre
- Leases all short term to poor covenants and a lack of transparency of income stream
- Active asset management increased rent from £250k to £350k pa
- Value increased from £2.5 million to £4.6 million



## FORMER BT TOWER BEDFORD

- Fixed Charge Receivership appointment over 12 storey former BT Tower in Bedford
- Completed outstanding works to residential units
- Oversaw piecemeal sale and re-negotiated disputed contract with a Housing Association
- Aggregate sale of £8 million over 5 years



## LEATHERHEAD ENTERPRISE CENTRE, SURREY

- Appointed Receivers over multi-let office/science facility
- Negotiated new leases to enable vacant possession for redevelopment
- Managed income stream and winding down of the service charge
- Targeted marketing resulted in a sale for £7.5m



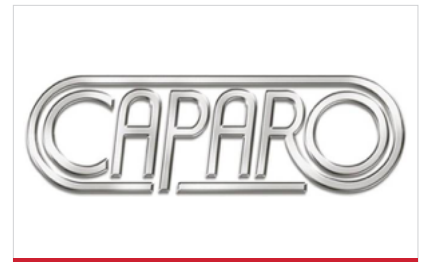
## RESIDENTIAL PORTFOLIO THE WEST MIDLANDS

- Long term monitoring exercise of 22, mainly residential properties
- LPA Receivers appointed following borrower's failure to meet conditions of Bank
- Breakup disposal strategy adopted



## BLACKLOT & THORNEY KHOWE, LAND LLENDALE

- LPA Receivership of agricultural land, livestock and machinery
- Dealt with Basic Payment Scheme Entitlements and DEFRA
- Sold machinery via our MBA division and land via auction



## THE CAPARO PORTFOLIO

- Corporate insolvency including 19 industrial facilities
- Valuation and disposal advice provided to Administrator
- Instructed to deal with sale of properties



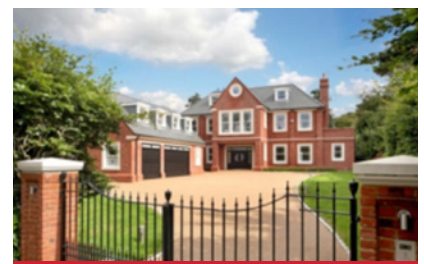
## DYTECNA LTD

- Corporate insolvency
- Valuation of 3 high quality industrial buildings and assets in conjunction with our Plant & Machinery team
- Advice in respect of sale of parts of the business
- Instructed to deal with sale of properties



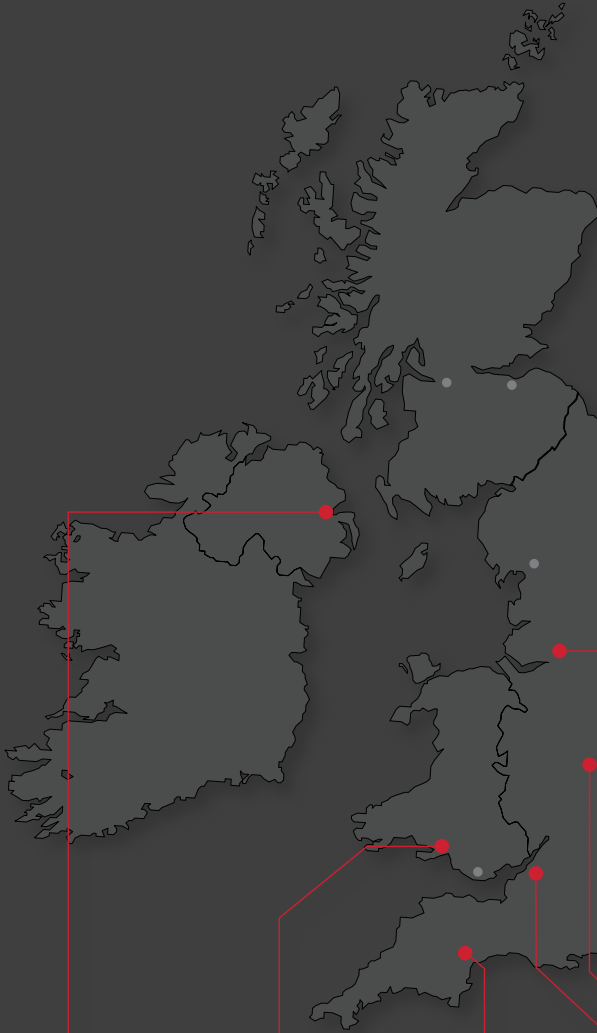
## LAND NEAR DONCASTER SOUTH YORKSHIRE

- Approached by Bank to assist with a consensual sale
- Two brownfield development sites extending to a total of circa 57 acres
- Lapsed planning consent on one site
- Sites under-offer



## AMBERWOOD, MOLES HILL CROWN ESTATE, OXSHOTT

- Unrealistic asking price
- Receivers appointed following failure to sell
- Obtained Completion Certificate and Building Warranty
- Completed sale for £3,135,000



<b>NEWCASTLE</b>	<b>LEEDS</b>	<b>MANCHESTER</b>
0191 232 6291	0113 245 9393	0161 228 6411
41-51 Grey Street Newcastle-upon-Tyne NE1 6EE	9 Bond Court Leeds LS1 2JZ	6th Floor 3 Hardman Square Spinningfields Manchester M3 3HF
Bill Lynn blynn@lsh.co.uk 07957 823908	Nick Blackwell nblackwell@lsh.co.uk 07979 541236	Colin Jennings cjenings@lsh.co.uk 07836 544570
	Lucy McDowell lmcowell@lsh.co.uk 07918 651046	Matthew Hardy mhardy@lsh.co.uk 07595 568453
		Alex Blanning ablanning@lsh.co.uk 07979 541270

<b>BELFAST</b>	<b>SWANSEA/CARDIFF</b>	<b>EXETER</b>	<b>BRISTOL</b>	<b>BIRMINGHAM</b>	<b>SOUTHAMPTON</b>	<b>LONDON</b>
028 9032 7954	01792 702800	01392 880180	0117 926 6666	0121 236 2066	02380 330041	020 7198 2000
Clarence House 4-10 May Street Belfast BT1 4NJ	Axis 17 Axis Court Mallard Way Swansea SA7 0AJ	Lynx House Pynes Hill Exeter EX2 5JL	Tower Wharf Cheese Lane Bristol BS2 0JJ	Interchange Place Edmund Street Birmingham B3 2TA	5 Town Quay Southampton SO14 2AQ	UK House 180 Oxford Street London W1D 1NN
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