

Lambert
Smith
Hampton

NATIONAL TELECOMS

UK SPECIALISTS

lsh.co.uk



NATIONAL COVERAGE

Our dedicated telecoms consultancy team can help you maximise the value of your telecoms property portfolio with advice on portfolio strategy and individual site management.

Our major clients include:



WHO WE ARE

- We are a national team of specialist surveyors dedicated to telecoms broadcast and wireless asset management, headed by a senior telecoms director with more than 20 years experience in the UK mobile sector.
- We deliver innovative solutions focused on increasing revenue, delivering capital returns and eliminating risk from telecoms property assets.
- We offer comprehensive sector expertise and strong industry links with all main network operators and infrastructure providers.

CHALLENGES & OPPORTUNITIES

The continuous evolution of the UK telecoms market presents clear opportunities for commercial property landlords.

Telecoms operators are focused on building a robust network infrastructure that will be fit for purpose for the next 25 years, to enable them to keep pace with evolving consumer needs – including increasing internet usage, the cloud, the growth of data and video on demand.

Sites are continually being acquired and upgraded to enable 4G and 5G services, and leases are being renegotiated, assigned, surrendered and restructured. Operators are increasingly looking to consolidate and acquire physical assets.

With the introduction of the new Electronic Communications Code, it is vital that landlords seek professional advice to avoid falling foul of the rules.



Whether you own a single property or a large portfolio, hosting telecoms infrastructure could help you significantly increase the returns on your real estate assets.

HOW WE'RE DRIVING CHANGE

New Electronic Communications Code

Changes to the ECC, introduced in 2017, were designed to provide greater clarity over the relationship between telecoms operators and landlords hosting their infrastructure. LSH is leading the way in negotiating consensual agreements in line with the new Code - see Our Work section for details.

Our extensive industry knowledge and well established connections with all main network operators and infrastructure providers means we are well placed to offer the latest and sector specific market information.

5G Technology

The roll-out of 5G networks will revolutionise how we live and work in the years to come but in order to enable the mass adoption of 5G, a vast amount of infrastructure and real estate is required.

Our work with clients including ten central London Borough Councils is driving mobile connectivity and 5G roll-out, helping to identify new sites and negotiating new Code agreements. We successfully negotiate and conclude hundreds of telecoms transactions each year.

WHAT WE DO

We have extensive experience in managing telecoms sites and portfolios of all sizes across the country, and a proven track record in securing the best deals for our clients. From single and multi-site agreements to dealing with major network operators, our team is experienced in carrying out complex negotiations for landlords across the private, public and corporate sectors.

We work on telecom instructions throughout the UK and across all property classes, from offices and industrial units to stations and shopping centres.

OUR SERVICES

- New code agreements and valuations
- Portfolio analysis and site management
- Structural and electrical assessments
- Upgrades, variations, assignments and rent reviews
- Relocation or removal of operators

OUR TRACK RECORD

How we have helped our clients maximise the value of their telecoms portfolios.

CROYDON

LEASE ADVISORY & CONSULTANCY SERVICES

25 sites
50 renewals and reviews
50% uplift in rental income

Haringey LONDON

NEW CODE AGREEMENTS

100% uplift in rental income from key city sites with new Code operator in place

WHY CHOOSE US

SPECIALIST EXPERTISE

We maintain extensive networks with all the major telecoms operators. This gives us insight into the latest commercial, technological and statutory developments in the telecoms market - insight that we use to help maximise the value of your portfolio. As the retained telecoms consultancy advisor for a wide range of leading private and public sector landlords in the UK, we successfully negotiate and conclude hundreds of telecoms transactions each year.

UK WIDE COVERAGE

Our team operates on a national level, across more than 40 offices in the UK and Ireland, meaning we build close and effective relationships with our clients and their properties, whatever their location.

Our services are tailored to clients' unique requirements, with each instruction backed by the wider capabilities and resources of the Lambert Smith Hampton network.

RESULTS DRIVEN

From experience, we know how to structure deals to maximise returns from sites and we hold a proven track record in attracting new tenants.

We secure the best results for our clients. We can secure premiums, disturbance payments, site share income and upfront capital payments as well as sizeable contributions towards your professional fees.



FULL ESTATE MANAGEMENT & TREASURY SERVICES

10 sites
Multiple lease re-gears and renewals
Average 40% uplift in income



LEASE ADVISORY & CONSULTANCY SERVICES

18 sites
60 renewals and reviews
30% uplift in rental income



REMOVAL OF OPERATOR

Unlocked £18m redevelopment site

OUR WORK

Income Generation and Digital Connectivity



We are retained by the London Borough of Camden to help achieve the council's vision of improving digital connectivity for residents and businesses across the Borough, while simultaneously maximising revenue from new and existing mobile and wireless infrastructure.

Working in partnership with both the Council and network operators for the past three years, LSH has trebled the number of telecoms sites on council owned buildings and increased income to the council by over 400%.

The uplift has been delivered through a combination of new lettings and re-gearing existing site leases with all major UK mobile network operators and several smaller wireless providers.

Camden now hosts 45 macro rooftop telecoms installations, spread across its housing and commercial estate, and a further 20 new sites are in the pipeline. This policy shift has helped support the delivery of 4G, 5G and high speed wireless broadband services, improved network capacity and increased competition.

Post ECC – Non Code Operators

Non-code operators represent a small but growing contingent within this sector and are primarily high speed P2P connectivity providers operating across unrestricted frequencies. With fewer constraints than the major networks, they are free to negotiate commercial terms in line with pre-2017 deals.

In the past 12 months, we have agreed annual rents ranging from £24,000 to £60,000 for several new installations on large public sector buildings, delivering high speed digital broadband across London and demonstrating there is still value in the telecoms sector.

Redevelopment Lift and Shift

Telecoms infrastructure is often considered a blight to buildings where landlords have short to medium term plans for redevelopment. With the implementation of the new Electronic Communications Code in December 2017, the balance of power has swung further in the operators favour.

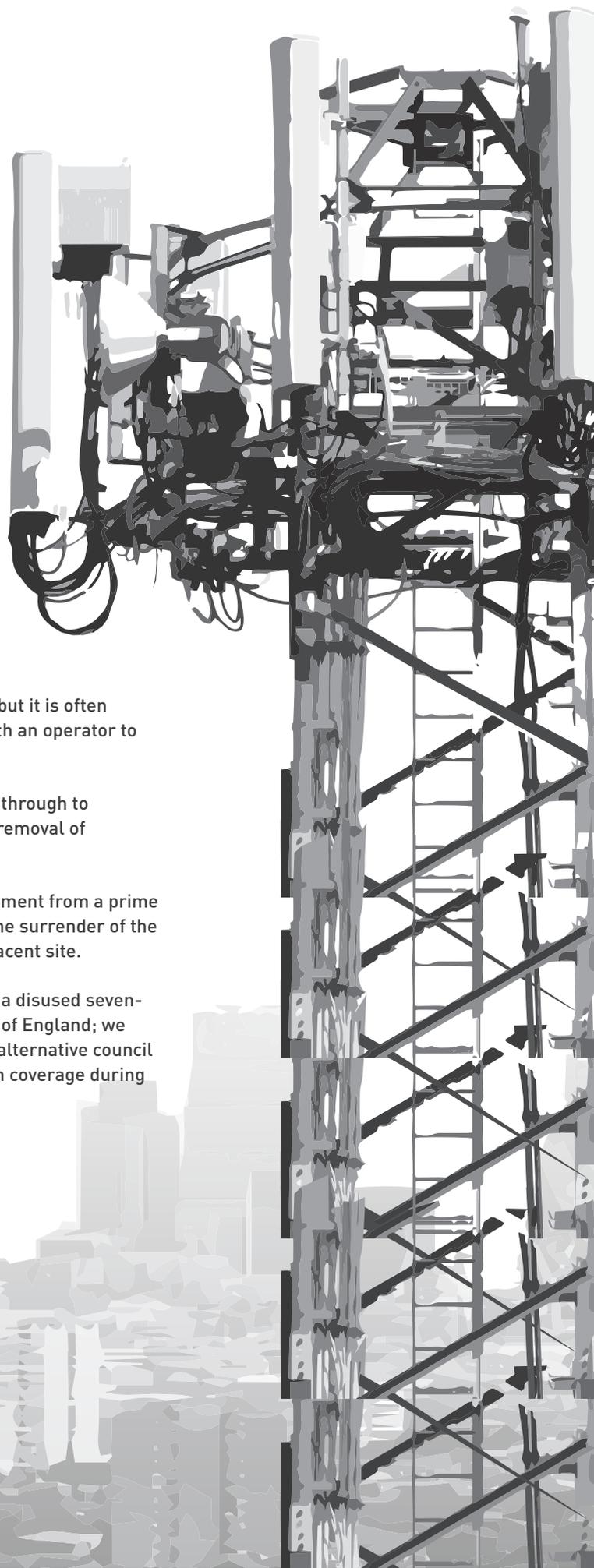
The telecoms operators present unique challenges for building owners because of the statutory protection given to them by the ECC, and it isn't possible to remove an installation without first terminating those Code Rights.

The process to secure either the temporary or permanent removal of telecoms equipment can take at least 18 months but it is often possible to negotiate around this if a landowner can work with an operator to provide an alternative.

We have worked with several clients to manage this process through to completion whilst minimising costs and ensuring the timely removal of operators' equipment.

Recent successes include the removal of an operator's equipment from a prime redevelopment site in central Bristol. We agreed terms for the surrender of the subsisting agreement and negotiated movement onto an adjacent site.

We are also advising on the removal of three operators from a disused seven-storey car park in a prime regeneration scheme in the south of England; we have settled terms and a design for the replacement site on alternative council property, together with a temporary site required to maintain coverage during the transition.





**NEW CODE AGREEMENTS
& VALUATIONS**

**PORTFOLIO ANALYSIS & SITE
MANAGEMENT**

**STRUCTURAL & ELECTRICAL
ASSESSMENTS**

**UPGRADES, VARIATIONS,
ASSIGNMENTS AND RENT REVIEWS**

**RELOCATION OR REMOVAL
OF OPERATORS**

Get in touch

MARK WALTERS
Director
+44 (0)117 914 2130
mwalters@lsh.co.uk

HARRY GOLDSMID
Associate Director
+44 (0)117 914 2025
hgoldsmid@lsh.co.uk

ALICE ODonkor
Surveyor
+44 (0)117 914 2036
aodonkor@lsh.co.uk

LOUISE REDDING
Surveyor
+44 (0)117 914 2014
lredding@lsh.co.uk

#LSHKNOWS
TELECOMS

lsh.co.uk

© Lambert Smith Hampton 2019.

Details of Lambert Smith Hampton can be viewed on our website lsh.co.uk

This document is for general informative purposes only. The information in it is believed to be correct, but no express or implied representation or warranty is made by Lambert Smith Hampton as to its accuracy or completeness, and the opinions in it constitute our judgement as of this date but are subject to change. Reliance should not be placed upon the information, forecasts and opinions set out herein for the purpose of any particular transaction, and no responsibility or liability, whether in negligence or otherwise, is accepted by Lambert Smith Hampton or by any of its directors, officers, employees, agents or representatives for any direct, indirect or consequential loss or damage which may result from any such reliance or other use thereof. All rights reserved. No part of this publication may be transmitted or reproduced in any material form by any means, electronic, recording, mechanical, photocopying or otherwise, or stored in any information storage or retrieval system of any nature, without the prior written permission of the copyright holder, except in accordance with the provisions of the Copyright Designs and Patents Act 1988.

Warning: the doing of an unauthorised act in relation to a copyright work may result in both a civil claim for damages and criminal prosecution.