



Lambert
Smith
Hampton

RESTRUCTURING & INSOLVENCY

ASSET ADVISORY SERVICES

A fully integrated approach to property, plant & machinery

EXECUTIVE SUMMARY

Our national Corporate Recovery team has a detailed understanding of the unique requirements of the turnaround and insolvency sector, with a capability to react in restricted timescales across all asset categories and property sectors throughout the UK.

Our joint Property and Machinery & Business Assets experts within the Asset Advisory team provide an all-encompassing specialist service to the restructuring and turnaround profession. Together with in-house provision of a multitude of related services to complement our offering we can truly provide one-stop, bespoke solutions to meet all your needs.

COMMERCIAL CONFIDENCE.
STRATEGIC LEADERSHIP.



DELIVERING MORE **THAN EXPECTED**

By utilising our expertise for the entire restructuring and insolvency process, we can help unlock the maximum value of assets.



PROPERTY



BUSINESS
SALES



PLANT, MACHINERY
& STOCK



INTANGIBLE
ASSETS

PLANT & MACHINERY SECTORS

Some industries we cover include:



Agriculture



Automotive



Construction



Contractors Plant Hire



Dairy



Distilleries



Electronics Engineering



Fabrication



Food Processing



Manufacturing



Materials Handling



Oil & Gas



Pharmaceuticals



Plastics & Polymers



Renewables



Steelmaking & Stockholding



Textiles



Timber

PROPERTY SECTORS

Some industries we cover include:



Agriculture



Data Centres



Development



Education



Healthcare



Hotels & Leisure



Industrial & Logistics



Land



Offices



Residential



Retail



Student Property

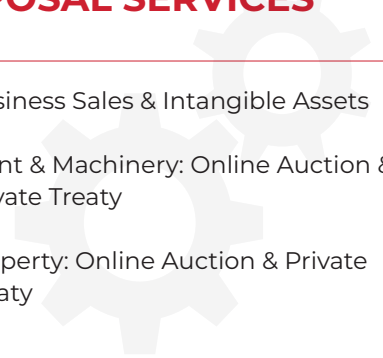
WHAT WE DELIVER

VALUATION



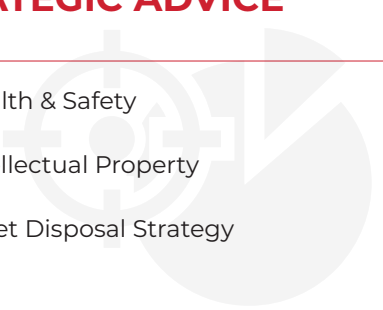
- Property (Including Red Book)
- Plant & Machinery
- Inventory (Stock)

DISPOSAL SERVICES



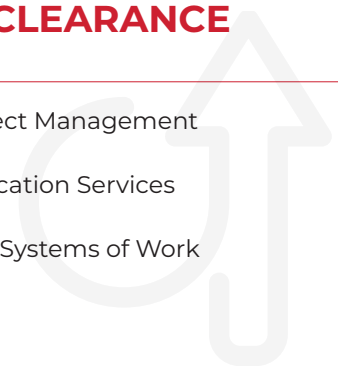
- Business Sales & Intangible Assets
- Plant & Machinery: Online Auction & Private Treaty
- Property: Online Auction & Private Treaty

STRATEGIC ADVICE



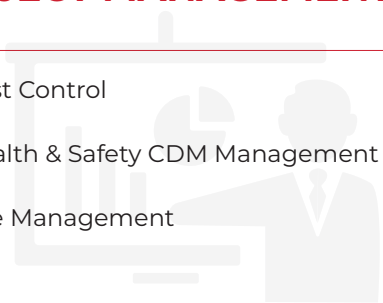
- Health & Safety
- Intellectual Property
- Asset Disposal Strategy

SITE CLEARANCE



- Project Management
- Relocation Services
- Safe Systems of Work

PROJECT MANAGEMENT



- Cost Control
- Health & Safety CDM Management
- Site Management

SPECIALIST SERVICES



- LPA Receiverships
- Building Consultancy
- Multi-Sector Property Agency

ONLINE AUCTION SPECIALISTS

PLANT & MACHINERY

Our online auctions have both local and global reach.

With competitive bidding, mimicking the traditional auction process by extending the bidding time on active lots, our secure auction site prevents sniper bidding and ensures that true market value is achieved for our clients.

Our transparent and finite auctions are usually sited at the company premises and our purchasers are responsible for the removal process, reducing sale costs and increasing bidder confidence in the condition of assets being sold.

Using expert market knowledge alongside both traditional and digital marketing strategies, we attract an average of 13,000 bidders from 150 countries and sell in excess of 16,000 lots amounting to more than £7m per annum.

Visit: lsh.co.uk/assetadvisory/online-auctions

PROPERTY

Buying and selling property doesn't need to be complicated. LSH Property Auctions offers a user-friendly simple, certain and secure way to transact property online quickly and flexibly.

LSH has been providing an online commercial and residential property auction service since 2016, and were one of the first to provide a fully functioning online auction experience.

Having transacted over £70 million of property in the last five years, we combine wide ranging office coverage with bespoke auction focused mailing lists, ensuring maximum exposure to qualified and active purchasers.

LSH Property Auctions provides clients:

- Greater geographical and buyer pool reach
- Improved flexibility of auction processes
- A bespoke hybrid model combining a Private Treaty process under an Auction Contract (quick exchange and completion)

Visit: propertyauctions.lsh.co.uk

SIMPLE GLOBAL TRANSPARENT

OUR WORK: **PLANT & MACHINERY**

M IGOE



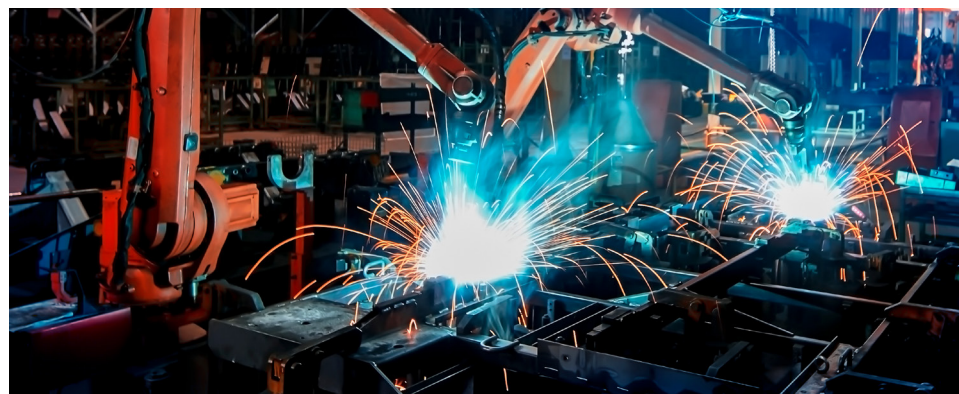
THE BRIEF

- Providing a formal red book valuation report of M Igoe's assets and asset disposal strategy.
- Recovering and securing assets to a single site, working out of hours to do so to minimise costs.
- Consulting with 9 finance companies and selling assets on their behalf.
- Disposing of assets via 3 online auctions.
- Undertaking a full service, repair, and cleaning programme to present the assets desirably to maximise realisations.

THE RESULTS

- Combined total hammer: £1,278,010.74
- 96.4% of lots sold.
- 320 approved bidders, including exporters from Poland and Ireland.
- 67 winning bidders.
- The realisations from the online auction exceeded the client's expectations.
- We settled outstanding payments to finance companies and returned the equity back to BDO for the benefit of creditors and stakeholders.

PROJECT WELD / ARC ENERGY RESOURCES



THE BRIEF

- Providing a formal red book valuation report, securing assets and advising on an asset disposal strategy.
- Advising and executing a disposal strategy to include online auction and private treaty, achieving maximum value for the benefit of creditors.
- Ensuring the premises was returned to the Landlord in a safe & clear state.

THE RESULTS

- Total hammer of online auction: £201,150.00
- 92.4% of lots sold.
- 196 approved bidders including exporters from Poland, France, and Ireland.
- £230,000.00 earned via private treaty sales to 8 clients.

OUR WORK: **PLANT & MACHINERY**

PROJECT CLOUD



THE BRIEF

- Selling the business through a pre-pack administration to a third-party within a short timeframe.
- Marketing and advertising the sale internationally.
- Relocating the London base of the business.
- Negotiating with interested parties.

THE RESULTS

- Negotiating a successful deal whereby all jobs were saved, and the company transitioned into a larger practice, all within a very tight timescale.
- The result was far in excess of the value of any tangible or intangible asset base's intrinsic worth, with the contract and ledger recoveries providing for additional consideration.

THE MARBLE MOSIAC COMPANY



THE BRIEF

- To provide an asset valuation and sales advice.
- Selling the assets via an online auctions.
- Making sure assets were dismantled and removed safely.

Scan to find out more:



THE RESULTS

- Total hammer of online auction: £224,005.00.
- 61 winning bidders from the UK, Ireland and mainland Europe.
- Clearance was a major achievement, especially dismantling and removal of the Pelloby 12.5ton rail-mounted portal yard crane, which due to its immense size, spanning circa 50m width and 10m height, required a complex lifting operation.

OUR WORK: **PLANT, PROPERTY & MACHINERY**

MIFFLIN CONSTRUCTION LTD, LEOMINSTER



THE BRIEF

- Appointed by joint liquidators to dispose of the property and machinery of a steel fabrication company.
- The Property team marketed the substantial freehold asset, comprising a manufacturing facility, office accommodation, and associated yard area.
- The Plant & Machinery team marketed the equipment on a global basis and advised that an auction sale represented the most appropriate strategy.

THE RESULTS - PROPERTY

- The property was marketed at a guide price of £1,650,000 and achieved a sale at £1,550,000.
- The transaction completed within 12 weeks of the property being placed under offer.
- The property included cranes and runners fixed in situ.

THE RESULTS - PLANT & MACHINERY

- The plant auction attracted approximately 150 registered buyers from across the UK, Europe, and international markets.
- Asset realisations were achieved in the region of £80,000.

OUR WORK: **PLANT, PROPERTY & MACHINERY**

MARSH HOLDINGS LTD, PLYMOUTH



THE BRIEF

- The Plant and Property teams were instructed to value and market the company's business and assets, providing advice and recommendations on the optimal disposal strategy, including consideration of a sale either as a single lot or a separate assets.
- The Plant & Machinery team marketed the business and assets of the company within an accelerated time scale which comprised 4 motorcycle and one used car dealerships across the South West and South.
- The Property team marketed the substantial freehold asset, comprising a manufacturing facility, office accommodation, and associated yard area.

THE RESULTS - PROPERTY

- The properties attracted offers both on an individual basis and collectively. Following a detailed assessment of each approach, advice was provided to the client to proceed with a disposal on a combined basis.
- A sale was subsequently agreed at £1,550,000, with completion achieved within four months of the properties being brought to market.

THE RESULTS - PLANT & MACHINERY

- Asset realisations achieved in the region of £500,000
- Executed the marketing, sale and clearance of the properties in extremely short time period.

OUR WORK: **PROPERTY**

HIGH END DWELLING IN MAYFAIR, LONDON



THE BRIEF

- Appointed by private bank over 3 bedroom luxury apartment in Mayfair. Borrower had been in default for a long time and there were service charge arrears.
- Property was blighted from an extended period of marketing prior to the Appointment of Receivers. Mayfair demand has dropped in recent years resulting in large price reductions.
- Receivers dressed the apartment and relisted with a new agent with a strong international database of buyers.

THE RESULTS

- After receiving multiple offers, Receivers agreed a sale with a cash buyer who exchanged and completed within a month.
- Bank were extremely pleased with the speed of transaction and our adopted strategy to expedite a recovery in a struggling market.

MISKIN MANOR HOTEL, PONTYCLUN



THE BRIEF

- Grade II listed 42-bedroom hotel and spa set within approximately 18.13 acres, including lodges and owner's accommodation.
- LPA Receivers appointed with instructions to dispose of the asset.
- Non-consensual sale gave rise to a number of complexities, including issues relating to occupancy and uncertainty surrounding the ability to secure vacant possession.
- Disposal strategy capable of mitigating uncertainties whilst maintaining competitiveness and strong buyer interest was required.

THE RESULTS

- LSH marketed the asset as a rare large estate redevelopment opportunity, highlighting its scale, location near the M4/Cardiff, and multifaceted uses.
- The auction generated competitive interest and achieved a successful sale at £2,250,000, meeting the guide and delivering a clear, efficient receivership outcome.

WHY LSH



Experience-Led Service

All instructions managed by highly skilled qualified director level specialists



Integrated Approach

Valuation expertise combined with agency insight for market-aligned solutions



National Coverage

42 offices providing consistent service with local market knowledge



Online Auction Specialists

A 95%+ success rate of online property and plant and machinery auctions



Commercial Focus

Asset realisation approach safely managed



Health & Safety Expertise

A national team of health and safety experts

ALL BASES COVERED



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NATIONAL PRESENCE. LOCAL KNOWLEDGE.

LET'S WORK **TOGETHER**

 MACHINERY & BUSINESS ASSETS	 ASSET & DEBT ADVISORY	 ASSET BASED LENDING	 LAW OF PROPERTY ACT (LPA) RECEIVERS
 PROPERTY AUCTIONS	 PLANT & MACHINERY AUCTIONS	 PROJECT & BUILDING CONSULTANCY	 COST & PROJECT MANAGEMENT
 PLANNING, REGENERATION & INFRASTRUCTURE	 VALUATION	 INDUSTRIAL & LOGISTICS	 RATING
 ESG & SUSTAINABILITY	 PROPERTY MANAGEMENT	 LSH INVESTMENT MANAGEMENT	Lambert Smith Hampton

