

# ASSET MANAGEMENT

Collaboration and experience to drive your asset performance



Rapleys Asset Management team specialises in maximising income and value of property assets and minimising clients' liabilities. In collaboration with our other specialised teams, our senior team of Partners have experience working with investors, occupiers, developers and landlords, in both the public and private sectors.

We concentrate on added value initiatives such as:

- Formulating asset and portfolio strategies
- Repositioning assets
- Change of use/reconfiguration
- Strategic refurbishments
- Redevelopment
- Re-gearing leases to improve terms and covenant
- Transaction management

Our sectors are:

- Residential
- Industrial & Distribution
- Office
- Retail & Leisure
- Automotive & Roadside
- Charities/non profit
- Affordable Housing
- Healthcare



## What do we do?

We provide a one stop solution for the asset life cycle, from initial investment advice on acquisition, planning advice, redevelopment, project management, building consultancy, lease consultancy, management and disposal.

Our service is flexible. It can be:

- End-to-end of the ownership cycle, by working alongside our Investment team to identify added value opportunities (pre-acquisition) and delivering these initiatives on acquisition, through to final exit or;
- Ad hoc advice to improve current asset performance during the hold period, by exploring change of use, re-development initiatives and lease re-gears.

Our strong Nationwide team of 150 readily collaborate to drive “added value” initiatives for our clients, providing cross specialism advice. Our in-house sector specialists can immediately support initiatives with their excellent market knowledge and expertise, without relying on external advisers. The scale of Rapleys enables us to resource instructions, providing an efficient collaborative Partner-led approach.

## Why Rapleys?

*“The UK is in uncertain economic conditions, which will challenge your asset performance. Rapleys approach, combined with our breadth of experience and skill set will position assets to maximise performance and minimise liabilities - our independence enables clients to maintain discreet profiles, with a focused adviser who truly values long term relationships.”*

Adam De Acetis, Head of Asset Management



*“Rapleys asset manage Trident Industrial Estate on behalf of the Royal London Property Fund (The Fund). The mandate is led by Adam De Acetis, with support from a multi-disciplinary team. Over the period since acquisition, The Fund has benefited from both new leasing and lease restructuring transactions which have significantly added value. Rapleys has clearly demonstrated an ability to reposition an asset and drive investment performance.”* Andrew Johnston, Fund Manager, RLAM

## Case Studies

### Strategic acquisition for re-development

- **Acquired** prominent prime former petrol filling site
- Advised on **market demand**/potential values/**alternative uses**
- Obtained **planning consent** for drive- thru restaurant
- Provided **valuation and construction advice** on build costs/development programme
- Negotiated delivery times and **project managed** to practical completion
- Secured long-term **lettings** to McDonald's, Starbucks and Dominos.

### Renegotiated leases to facilitate re-development

- **Renegotiated** leases within requisite timescales
- Created short-term **flexibility** for our client
- **Retained income** during the pre-development period
- Created certainty of **vacant possession**, for client to trigger at their discretion.

### Strategic acquisitions

- **Identified locations** with no representation
- **Approached occupiers** of suitable locations
- Approached landlords with **opportunities to re-gear/re-develop** to accommodate foodstores
- Provided **valuation advice/strategy for alternative uses** and **planning advice** for change of use with 100% success
- Secured leases, **diversified landlord risk**.

### Mixed-use development of existing site

- **Maximised development opportunities** through tenant mix
- **Appointed Development team** and **Project team** including planners, investment specialists, architects and lawyers
- Provided **detailed development feasibility** to form the basis of a mixed-use Master Plan
- Negotiate **development principles** with Planning Authority
- **Invited bids** from developers.



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