

Acquisitions Service

Introduction

MERJS are specialists in the acquisition of commercial property throughout Central London and are currently advising on transactions totalling in excess of 150,000 sq ft.

Our client base is diverse ranging from media through to professional bodies and includes a number of high profile organisations such as **Air Canada, London College of Beauty Therapy, Raymarine** and **Agence France Presse** to name but a few.

MERJS are a highly versatile and motivated team who understand each of our client's needs in order to deliver effective property solutions. We provide a complete pro-active and comprehensive service which is totally adaptable to individual needs.

The Team

COLIN BECKER



Equity Director & Head of Agency

Colin joined MERJS in September 1995 having qualified from Westminster University with a BSc Honours Degree in Estate Management. His principle role has been to develop, strengthen and expand the Agency team, which focuses on disposals and acquisitions within the Central London markets. He advises a wide and varied client base including landlords and tenants and is continually creating new client relationships. Colin became an equity partner in January 2006.

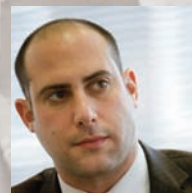
ROBIN LESTER MRICS



Senior Associate

Robin joined MERJS after spending eight years working for a global consultancy of Chartered Surveyors. He gained a BSc Degree in Building Surveying in 1999 and moved into commercial agency in 2002. Robin is a member of the Royal Institute of Chartered Surveyors and specialises in all aspects of commercial agency to include acquisitions and disposals. He advises a wide range of clients from institutional landlords through to smaller niche property companies. Robin also provides advice to various tenant clients for both the acquisition and disposal of property.

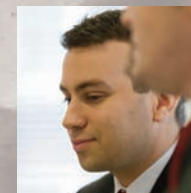
RUSSELL SLOAN MRICS



Associate

Russell joined MERJS after spending three years with a smaller West End firm. He gained his Master's degree in Estate Management from South Bank University in 2003 and in 2008 he qualified as a Chartered Surveyor. Russell specialises in all aspects of commercial agency and advises clients on both disposal and acquisition as well as landlord and tenant issues.

ANTONY SINGER MRICS

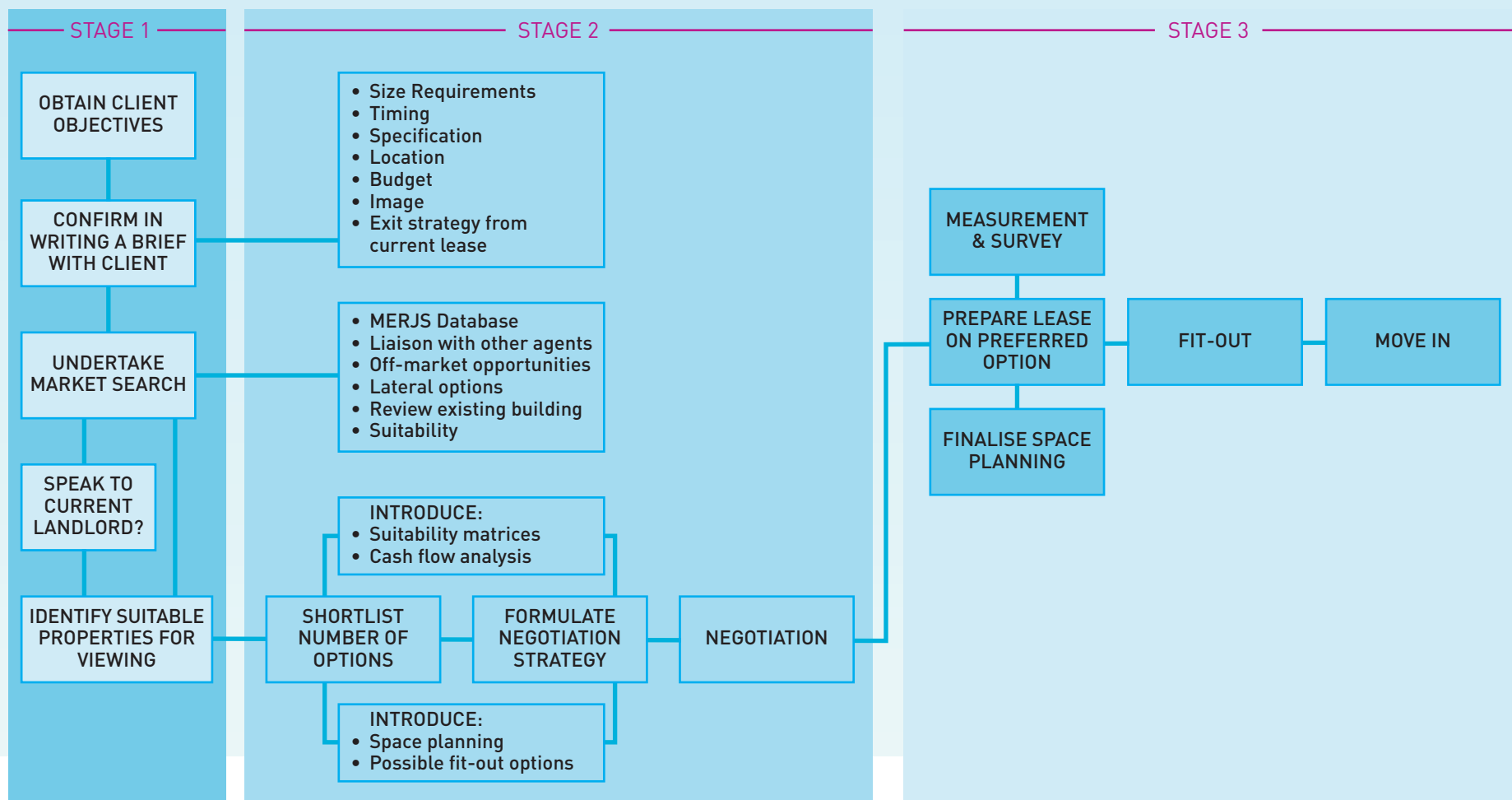


Agency Surveyor

Antony joined MERJS in September 2008 having completed a Masters Degree in European Real Estate from Kingston University. He specialises in a range of commercial agency services and advises clients on both disposals and acquisitions.

Acquisition Service

Property is a significant cost in a company's expenditure, therefore seeking reputable advice is essential. MERJS capitalise on our extensive market knowledge, experience, contacts and high level of negotiation skills to ensure our clients obtain the best possible terms. The bespoke service we provide has three key stages:



The stages explained

STAGE 1

Obtaining the brief and understanding client objectives

- Define size requirement
- Number of staff and their locations
- Location preference
- Timing

Analysis of existing lease obligations

- Review lease documentation
- Devise exit strategy
- Advise on potential liabilities

Researching the market place to identify suitable properties

- MERJS property databases
- Utilise extensive contacts and market knowledge
- Sourcing and reporting off market opportunities
- Liaison with other agents

STAGE 2

Reporting options to client

- Provide detailed report outlining potentially suitable properties
- Arrange and accompany clients on inspections
- Develop short-list in conjunction with client
- Obtain space planning options and fit out costs for each short-listed property
- Identify preferred and full-back options

The negotiation process

- Assessment of the local market conditions
- Agree client's ultimate objectives
- Enter negotiations to establish best possible terms

Negotiating the Heads of Terms

- | | |
|--------------------------------|----------------------------------|
| - Length of lease terms | - Repairing obligations |
| - Tenant's option to determine | - Reinstatement provisions |
| - Alienation provisions | - Dilapidations liability |
| - Annual rent | - Alterations |
| - Tenant incentives | - Covenant strength |
| - Rent review clause | - Authorised guarantee agreement |
| - Service charge provisions | - Exclusivity |

STAGE 3

The Legal Process

- Instructing solicitors on client's behalf
- Measuring the property in accordance with the RICS code of measuring practice
- Liaise with the solicitor to ensure terms reflected
- Lease meeting to participate fully in legal negotiations
- Assess results of survey and negotiate variations to terms if applicable
- Obtaining and ensuring landlord's consents received

Completing the Lease

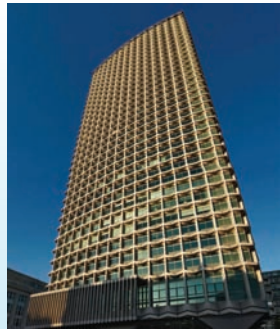
- Coordinating all parties to ensure necessary documentation is finalised
- Upon completion we can provide lease summary, rating and rent review advice if required

Acquisitions Services – Why MERJS?

We add value to the acquisition process by:-

- Market research and identification of all opportunities available, both on and off market
- Undertaking all negotiations on behalf of client
- Cashflow analysis and comparison of options
- Structuring final Heads of Terms ensuing:
 - Best market terms achievable
 - Inclusion of all additional incentives (e.g. floor box allowances)
 - All common lease clause disputes are clearly worded at “Head of Terms” stage
 - Structuring timing to maximise rent free periods and other incentives secured
- Working with client’s solicitor to liaise on:
 - Rent review provisions
 - Break options
 - Warranties from design team and mechanisms to pursuing these in multi let buildings
 - Assess liability of service charge
- Use of market intelligence and contacts (e.g. contact into landlords / funds / agents)

Selected Transactions



Centre Point
103 New Oxford Street
WC1

25th floor acquired for
Agence France Presse (AFP)



33 Cavendish Square
W1

Part 14th floor acquired
for Swiss Finance



47 Great Marlborough Street
W1

Acquired on behalf of
London College of Beauty
Therapy



9 Kingsway
WC2

6th floor acquired on
behalf of Focus PR



100 George Street
W1

Lower ground, ground
and 1st floor acquired for
London Newcastle



142 Goswell Road
EC1

Part ground floor acquired
for VF Services (UK) Limited



7-10 Chandos Street
W1

Acquisition of various
offices on behalf of HVS
International



106 Saffron Hill
EC1

Freehold acquired on
behalf of the Chartered
Institution of Water and
Environmental Management



90 Tottenham Court Road
EC1

Second floor acquired
for Jayroma (London) Ltd

Acquisitions - a typical profile

CASE STUDY

Centre Point

103 New Oxford Street WC1

DESCRIPTION

25th floor

4,550 sq ft Grade A refurbished offices

AGENCY PROFILE

- Acting on behalf of Agence France Presse (AFP)
- Acquired entire 25th floor refurbished Grade A offices within iconic building
- Provided strategic advice to the client to negotiate an exit strategy on their existing premises securing substantial premium payment
- Negotiated large savings on rent, rent-free period and other incentives on behalf of client



Acquisitions - a typical profile



CASE STUDY

106-109 Saffron Hill
London EC1

DESCRIPTION

7,500 sq ft self contained office building

AGENCY PROFILE

- Acting on behalf of the Chartered Institution of Water and Environmental Management (CIWEM)
- Freehold acquisition of unrefurbished office building to provide Headquarters accommodation
- Provided strategic advice to client to purchase and implement a planning consent to redevelop the property
- Negotiated a significant saving in purchase price

Clients



LONDONNEWCASTLE

Jayroma (London) Limited



Hague Securities Limited

Freeport Leisure plc



Fitzroy Holdings



REISS

FURTHER INFORMATION

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