



AUTOMOTIVE
Our Network and Experience

Knight Frank's specialist Automotive team is a leading advisor to the automotive and roadside property sectors. We operate across the UK and overseas, advising occupiers, developers, landlords and lenders on car dealership, service area, petrol station and roadside retail assets. We provide unparalleled advice and support to our clients and back this up with industry-leading technology and market research.

We are supported by a network of 84 Knight Frank offices across the globe offering local knowledge that simply does not exist at the majority of other real estate practices. Combine this with our personal, impartial and tailored advice and the service is truly unrivalled.

We ensure that value from automotive property assets is maximised at all levels. Our clients' trust is our primary goal, which is achieved through providing clear and honest advice, adopting a pro-active approach, and by continually exceeding expectations.



ADAM CHAPMAN
National Head of Automotive

**“...the rare ability to provide
both an occupational perspective
as well as detailed investment advice”**

JOHN HUMBERSTONE
Orchard Street Investment Management

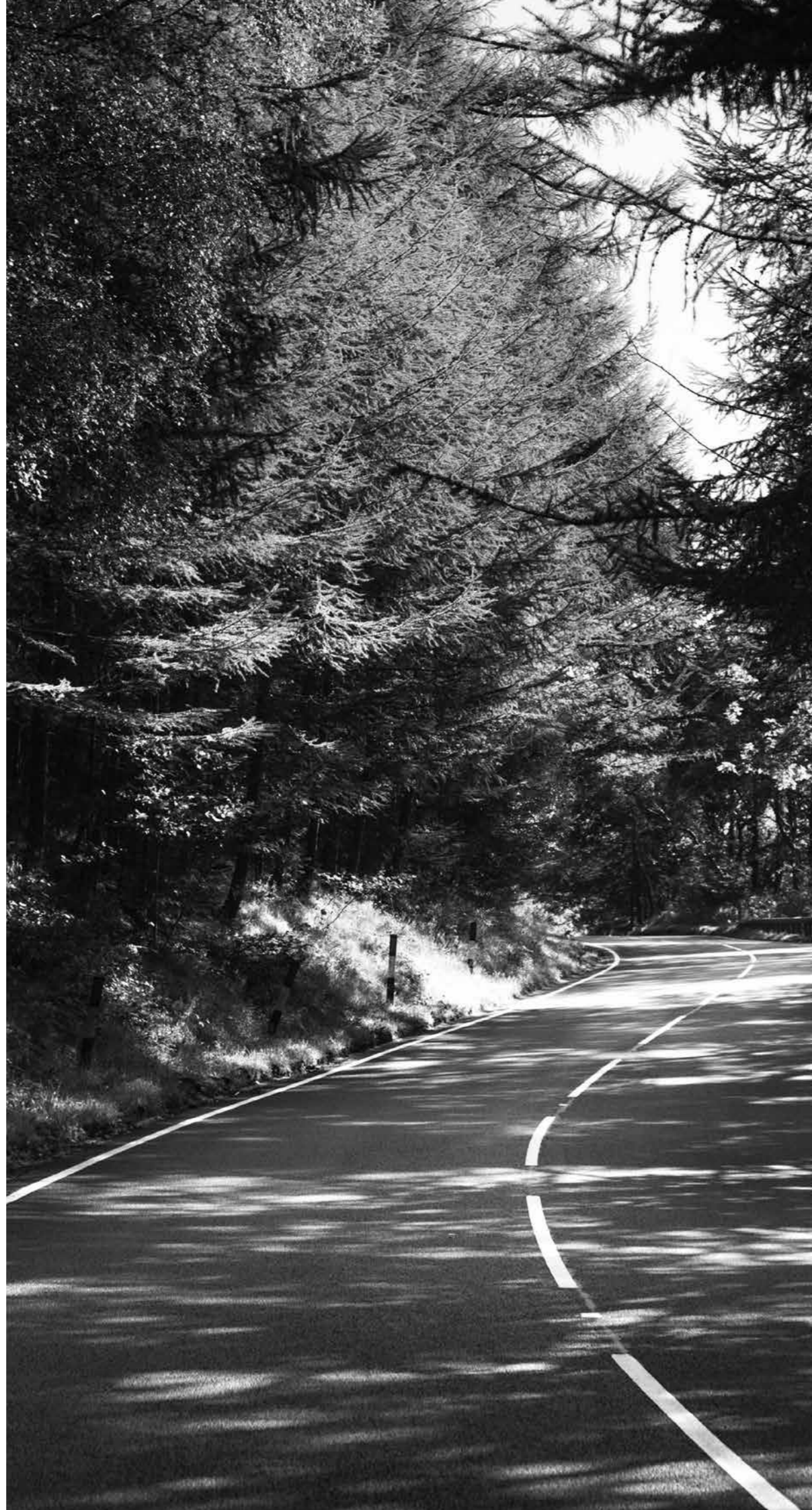


CAR DEALERSHIPS

Franchised car dealership property in the UK has a total asset value of over £5bn. Knight Frank Automotive has excellent relationships with leading manufacturers as well as dealer groups. Unlike typical mainstream property assets, the influence of the incumbent manufacturer franchise, and the power of the brand, cannot be understated, and indeed this often truly drives value. An in-depth understanding of Corporate Identity standards, market territories and specific property requirements is therefore imperative, and requires genuine expert advice.

PETROL STATIONS AND SERVICE AREAS

This sector has a UK 'bricks and mortar' market value in the order of £7bn and has seen a considerable amount of activity in recent years. Within the petrol station sector there has been huge consolidation alongside the mass exit of major Oil Companies from the retailing arena, where they have focused on upstream activities. This has presented unprecedented opportunities for petrol retailers to expand aggressively. The Service Area sector is much smaller, but conversely individual asset values are far higher (typically over £20m). Knight Frank Automotive is widely regarded as the leading advisor in this highly niche field, having provided advice on over 75% of the UK network, as well as overseas assets.



ROADSIDE FACILITIES

Knight Frank Automotive has vast experience dealing with all roadside retail assets, which can range from tyre and exhaust centres to drive-thru coffee units and fast food outlets. The 'food to go' store sector in particular has seen significant growth and we have strong relationships and experience in dealing with the major operators across the industry. The team also has specialist expertise with respect to truck stops and car parks. We are highly skilled in identifying new development opportunities whether on brownfield land or through conversion of existing property.

OUR SERVICES

Unlike traditional real estate advisory teams that focus on a single discipline, Knight Frank Automotive offers the full spectrum of agency and consultancy services, including:

- Investment Transactions
- Occupational Agency
- Portfolio Reviews & Valuations
- Bank Valuations
- Due Diligence for Business Acquisitions
- Site Finding
- Development Consultancy
- Lease Renewals & Surrenders
- Rent Reviews & Lease Consultancy

We have an extensive track record of dealing with large-scale portfolios and individual assets, whether for major institutions or private clients.

“...have added genuine value to our UK real estate, working with a personal, efficient and professional approach at all times”

DANIEL MCHENRY
Group 1 Automotive



AUDI WAKEFIELD
 CLIENT: Institutional Fund
 ROLE: Off-market acquisition
 VALUE: £6m+



JAGUAR LAND ROVER, STOCKPORT
 CLIENT: Institutional Fund
 ROLE: Off-market acquisition
 VALUE: £10m+



NCP CAR PARK, HEATHROW
 CLIENT: Property Company
 ROLE: Acquisition
 VALUE: £15m+



SPAR FAIRFIELD SERVICE STATION, LOUTH
 CLIENT: AF Blakemore & Sons
 ROLE: Sale and leaseback
 VALUE: £3m+

“...genuine automotive specialists.
 We have been delighted with the work
 they have undertaken for us”

PETER GRIFFITHS
 Renault UK



JAGUAR LAND ROVER, LEEDS
 CLIENT: Institutional Fund
 ROLE: Off-market acquisition
 VALUE: £14m+



ESSO/MORRISONS PETROL STATION, BRISTOL
 CLIENT: Private Investor
 ROLE: Disposal
 VALUE: £4m



APPLEGREEN SPALDING SERVICES
 CLIENT: Institutional Fund
 ROLE: Acquisition
 VALUE: £4m



VOLVO DEALERSHIP, NEWCASTLE
 CLIENT: Lightstone Properties
 ROLE: Sale
 VALUE: £3m+



THE AUDI PORTFOLIO
 CLIENT: Aberdeen Standard
 ROLE: Disposal of four Audi dealerships
 VALUE: £20m+



THE BENZ PORTFOLIO
 CLIENT: Private overseas investor
 ROLE: Disposal of five dealership assets
 VALUE: £20m+



GLAZE PORTFOLIO
 CLIENT: Lightstone Properties
 ROLE: Investment acquisition
 VALUE: c. £10m



PFS INVESTMENT PORTFOLIO
 CLIENT: BlackRock
 ROLE: Acquisition of four prime investment assets
 VALUE: c £11m



FORD DAGENHAM
 CLIENT: AXA
 ROLE: Sale of a new to market investment
 VALUE: £6.5m



JUICE PORTFOLIO
 CLIENT: Investra Capital Limited
 ROLE: Acquisition of 14 petrol station investments
 VALUE: c. £30m



NCP CAR PARK PORTFOLIO
 CLIENT: CPCO (Blackstone / RBS)
 ROLE: Investment disposal
 VALUE: c £500m



BMW MINI TRING
 CLIENT: Lightstone Properties
 ROLE: Disposal
 VALUE: c £7m

**“A diligent and professional approach
 with a high level of expertise in the
 motorway service area sector”**

ANDREW LONG
 Extra MSA



WOOLLEY EDGE MOTORWAY SERVICE AREA
 CLIENT: Orchard Street Investment Management
 ROLE: Investment valuation advice
 VALUE: c. £35m



NISSAN BRISTOL
 CLIENT: AVIVA
 ROLE: Acquisition of a new to market investment
 VALUE: c. £6m



SPIRIT PORTFOLIO
 CLIENT: Hudson Advisors
 ROLE: Sale of three petrol station investments
 VALUE: c. £4m



LAND ROVER / HONDA / MAZDA BIRMINGHAM
 CLIENT: Knight Frank Investment Management
 ROLE: Acquisition of a new sale and leaseback investment
 VALUE: £17m



PETROL STATION INVESTMENT PORTFOLIO

CLIENT: Couatts
 ROLE: Valuation for secured lending
 LOCATION: Nationwide



NEWBUILD FRANCHISED SHOWROOM DEVELOPMENT

CLIENT: Jacksons
 ROLE: Valuation for secured lending
 LOCATION: Douglas, Isle of Man



MERCEDES-BENZ RETAIL ASSETS

CLIENT: LSH Auto
 ROLE: Pre-acquisition due diligence
 LOCATION: Midlands & North West



SPIRE AUTOMOTIVE PROPERTY PORTFOLIO

CLIENT: Group 1 Automotive
 ROLE: Pre-acquisition due diligence
 LOCATION: South East



NATIONAL CAR PARKS

CLIENT: Worthing Council
 ROLE: Pre-acquisition due diligence
 LOCATION: South East



KWIK FIT PORTFOLIO

CLIENT: Spring REIT
 ROLE: Portfolio valuation for secured lending
 LOCATION: Nationwide



LEEDS SKELTON LAKE MSA

CLIENT: Extra MSA Group
 ROLE: Development valuation for secured lending
 LOCATION: North East



WELCOME BREAK PORTFOLIO

CLIENT: Extra MSA Group
 ROLE: Portfolio valuation for secured lending
 LOCATION: Nationwide



DEALERSHIP PORTFOLIO

CLIENT: Supergroup
 ROLE: Portfolio valuation for secured lending
 LOCATION: South East



DEALERSHIP PORTFOLIO

CLIENT: Mon Motors
 ROLE: Portfolio valuation for secured lending
 LOCATION: South Wales



CAR DEALERSHIP PORTFOLIO

CLIENT: BMO
 ROLE: Monthly valuation advice
 VALUE: £30m+



LIME PORTFOLIO

CLIENT: Aviva
 ROLE: Monthly valuation advice
 VALUE: £70m+



FLAGSHIP KIA DEALERSHIP

CLIENT: Aberdeen
 ROLE: Monthly valuation advice
 VALUE: £29m+



CAR DEALERSHIP PORTFOLIO

CLIENT: Aberdeen
 ROLE: Monthly valuation advice
 VALUE: £46m+



CAR DEALERSHIP PORTFOLIO

CLIENT: Schroders
 ROLE: Monthly valuation advice
 VALUE: £100m+



CAR DEALERSHIP PORTFOLIO

CLIENT: L&G
 ROLE: Monthly valuation advice
 VALUE: £50m+



CAR DEALERSHIP ASSETS

CLIENT: CCLA
 ROLE: Monthly valuation advice
 VALUE: £10m+



PETROL STATION PORTFOLIO

CLIENT: M&G
 ROLE: Quarterly valuation advice
 VALUE: £22m+



MOTORWAY SERVICE AREA

CLIENT: CBREGI
 ROLE: Annual valuation advice
 VALUE: £20m+



FERRARI DEALERSHIP

CLIENT: TH Real Estate
 ROLE: Quarterly valuation advice
 VALUE: £7m+



GLOUCESTER MOTORWAY SERVICES

CLIENT: Westmorland
 ROLE: Occupational consultancy
 VALUE: N/A



ROLLS-ROYCE/MCCLAREN

CLIENT: Orbit Developments
 ROLE: Leasehold disposal for super premium brands
 VALUE: Confidential



ELMS BMW PORTFOLIO

CLIENT: Bedfordia Group
 ROLE: Disposal of three BMW businesses
 VALUE: c. £30m



BASINGSTOKE AUTOPLAZA

CLIENT: BlackRock
 ROLE: Leasehold disposals of Ford and Peugeot
 VALUE: Rental £360k



LANDMARK CARS WEST LONDON

CLIENT: Landmark Cars
 ROLE: Leasehold disposal of bespoke showroom
 VALUE: Rental £475k



CAR DEALERSHIP, DARTFORD

CLIENT: Motorline
 ROLE: Freehold sale
 VALUE: c. £4m



SNAX 24 PORTFOLIO

CLIENT: Kennedy Wilson
 ROLE: Rent review negotiations on portfolio of 13 petrol stations
 VALUE: Portfolio value enhancement c. £1m



PEUGEOT WEST LONDON

CLIENT: Blackstone
 ROLE: Sale of freehold interest to the incumbent tenant
 VALUE: Confidential



UK WIDE ACQUISITIONS

CLIENT: BP
 ROLE: Petrol station acquisition and development
 VALUE: Various



CORNWALL SERVICES

CLIENT: Cornish Gateway Limited
 ROLE: Sole development and letting advisor
 VALUE: c £14m



JAGUAR LAND ROVER MANHATTAN

CLIENT: BNF NY LLC
ROLE: Leasehold acquisition of high profile showroom
VALUE: c. \$ 250m



MERCEDES-BENZ COTE D'AZUR

CLIENT: Lei Shing Hong
ROLE: Valuation and building condition surveys
VALUE: c. €23m



BMW PLANT THAILAND

CLIENT: BMW (Thailand)
ROLE: Acquisition of assembly plant, c. 75,000 sq ft
VALUE: Confidential



PETROL STATIONS, AUSTRALIA

CLIENT: Various
ROLE: Disposal of 14 petrol stations
VALUE: c. \$30m AUD



CHRYSLER TECH CENTRE, CHENNAI, INDIA

CLIENT: Chrysler India Automotive
ROLE: Leasehold acquisition
VALUE: c. INR 54.5m



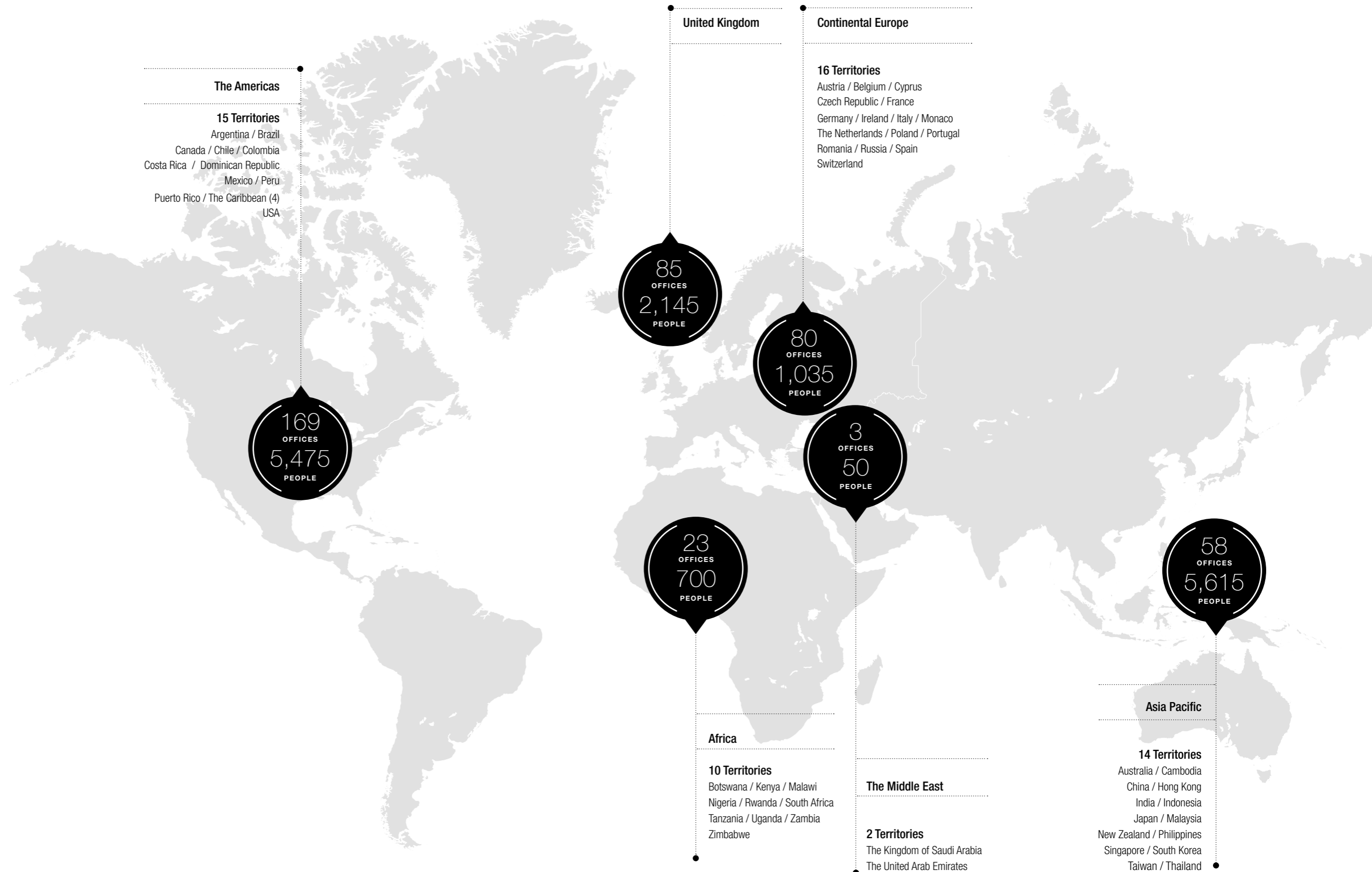
JAGUAR LAND ROVER FRANKFURT

CLIENT: Glinicke
ROLE: Leasehold acquisition/value
VALUE: €180,000 rental



418 OFFICES

60 TERRITORIES
15,020 PEOPLE





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