
UK & EUROPEAN
PROPERTY SERVICES

HEALTHCARE

BUPA CARE HOMES
CARE UK
SPIRE HEALTHCARE
PORTHAVEN CARE HOMES
ST ANDREW'S HEALTHCARE
FOUR SEASONS HEALTH CARE
CAMBIAN GROUP
BARCHESTER HEALTHCARE
GRACEWELL HEALTHCARE
CIRCLE
METHODIST HOMES
PRIORY GROUP
ANCHOR TRUST
EMBRACE
RUNWOOD GROUP
CYGNET HEALTH CARE
CARING HOMES GROUP
MARIA MALLABAND CARE GROUP
LIFE STYLE CARE
AVERY HEALTHCARE
SUNRISE SENIOR LIVING
PRIMELIFE
BMI HEALTHCARE
MINSTER CARE GROUP
BONDCARE GROUP
MERIDIAN HEALTHCARE
EXECUTIVE CARE GROUP
THE FREMANTLE TRUST
NEW CENTURY CARE
CARETECH
BALHOUSIE CARE GROUP
CLS CARE SERVICES GROUP

AN INTRODUCTION

The healthcare sector remains one of the fastest growing areas of the global economy. With a vast range of investment opportunities available, healthcare property offers exciting growth potential even during periods of economic difficulty.

At Knight Frank we annually transact, value and consult on over £8 billion of healthcare property. We act for the majority of the UK's care providers and our team maintains relationships with investors, developers and lenders to offer real estate services to the healthcare industry that are second to none.

Knight Frank's dedicated and highly experienced team provides a discreet and efficient consultancy service advising on the full spectrum of healthcare assets including:

- ♦ Care homes and day centres
- ♦ Independent hospitals
- ♦ Acute hospitals and surgeries
- ♦ Dentists and pharmacies
- ♦ Schools and nurseries
- ♦ Supported living and retirement villages
- ♦ Development sites



Julian Evans
Head of Healthcare

"Knight Frank's excellent understanding of the Healthcare sector and ability to provide a quality service is most impressive. Professionalism and sensitivity is always demonstrated when visiting our operating healthcare facilities which is a credit to the organisation."

Dr. Pete Calveley
CEO Barchester Healthcare

CAPITAL MARKETS, AGENCY AND DEVELOPMENT

Knight Frank's Healthcare agents act on behalf of funds, institutions, landlords, owner occupiers, major care providers, charities and local authorities on the disposal and acquisition of all categories of healthcare and medical property throughout the UK.

Our agents are market leaders in transacting sale & leaseback and fixed income deals. The team annually advises on in excess of £1 billion transactions. Our visibility of healthcare key performance indicators enables us to appropriately structure deals for both landlord and tenant, one of the reasons why we have the UK's premier client database.

Many clients rely on us to discreetly source and acquire going concerns to complement their existing businesses. When we dispose of healthcare businesses, it is off-market and we offer these opportunities to a short-list of trusted buyers only.

Through our national network of 74 offices, we are able to source opportunities within new-build residential schemes, mixed-use development schemes and stand-alone development sites. We also act on the acquisition and disposal of land for C2, D1 and retirement village developments.

HealthInvestor
Awards 2014 
WINNER
Property consultants
of the year - capital markets

WE ANNUALLY ADVISE ON OVER £8BN OF HEALTHCARE ASSETS

Client Avery Healthcare
Property Elm Bank, Northamptonshire
Instruction Sale & leaseback and
consultancy of c. £250 million



A GLOBAL POPULATION OF 7BN PEOPLE REQUIRE HEALTHCARE PROPERTY

Client Bupa
Property Warren Lodge, Ashford
Instruction Portfolio valuation



VALUATIONS

Knight Frank's Healthcare team is a valuer to the majority of the UK's major operators, funds, investors and lenders in the sector. We advise on in excess of 3,000 healthcare facilities per annum and are forensic in our approach to business valuations.

Our team of valuers are highly experienced in analysing healthcare business accounts. We undertake capital valuations for loan security, balance sheet, disposal, acquisition, taxation, investment, probate and compensation purposes. In recognition of this, we are a panel valuer to all main UK High Street clearing banks.

Many care homes and medical properties are converted period properties and, in conjunction with our residential offices, Knight Frank is able to provide expert advice on alternative use values.

CORPORATE CONSULTANCY

Knight Frank's Healthcare team thinks outside the box to provide the sector's premier corporate consultancy service to the leading UK and European healthcare operators, funds and lenders. We offer an unrivalled healthcare and international investor and purchaser database.

PORTFOLIO CONSULTANCY

By valuing our clients' portfolios, we comprehensively understand their businesses and are able to use that intelligence to identify assets that complement their existing portfolio through strategic acquisition and disposal. Our comprehensive consultancy means we are right on the pulse of our clients' needs.

The Healthcare department also advises on the suitability of property assets to be split into operating and property companies where our consultants provide expert advice on fair maintainable trade, lease structure and rent cover, including an appreciation for the sector's nuances.

"Knight Frank has outstanding knowledge of UK healthcare and consistently provides best-in-class advice."

Tom Riall
CEO Priory Group

Client Priory Group
Property Priory Hospital, Roehampton
Instruction Portfolio valuation





Client Four Seasons Health Care
Property Westbury, Wiltshire
Instruction Portfolio valuation and agency services

RESEARCH

We provide tailor made strategic research to a wide range of clients, including developers, investors and financial and corporate institutions.

Knight Frank's Healthcare research covers the full spectrum of assets within the healthcare arena and are widely regarded as market leading publications. We can advise on:

- Business analysis
- Strategy formulation
- Market analysis
- Impact assessment
- Opportunity appraisal
- Market forecasting
- Performance benchmarking

Using our in-depth healthcare market intelligence, we are able to provide market data and analysis specific to our clients' requirements such as:

- Location planning models
- Detailed demographic statistics and relationships between economic, social and cultural processes influencing an area's population

This reporting can be used to inform healthcare decision making and delivery, bed supply and fee & competition analysis.

"Knight Frank has played an important role in a number of our significant transactions and can be relied upon to deliver professional results to tight deadlines. They are always available at short notice to provide advice and guidance and are always a pleasure to work with."

Ben Taberner
CFO Four Seasons Health Care

PROFESSIONAL SERVICES

Knight Frank provides professional consultancy services to some of the sector's leading healthcare providers. We work with our clients to introduce a deeper level of expertise and reinforce their property capabilities.

BUILDING CONSULTANCY

Our services are tailored to suit specific client healthcare requirements within seven key areas; building surveys, dilapidations & exit strategies, contract administration, project management, development monitoring, space planning and workplace consultancy. We provide our clients with clear commercial, practical and pragmatic advice to produce the most efficient and cost-effective solutions to business objectives.

PLANNING

Our team provides services such as planning applications & negotiations, strategic planning & project management, planning appraisal & financial viability, policy representation & public inquiries, retail planning, sustainability appraisal and stakeholder & community consultation.

LEASE ADVISORY

Using extensive in-house market intelligence bolstered with an unrivalled database of rental evidence and our business valuation expertise, our Lease Advisory specialists are able to provide accurate assessments of sustainable market rents across all healthcare assets.

"Knight Frank is the market leading expert within Healthcare."

Rob Roger
CEO Spire Healthcare



Client Spire Healthcare
Property Shawfair, Edinburgh
Instruction Portfolio valuation and
sale & leaseback consultancy



Client Assura Group Ltd
Property Grimsby, North East Lincolnshire
Instruction Consultancy

PROPERTY ASSET MANAGEMENT

Proactive property management is crucial in preserving and enhancing asset values.

We act for clients including pension funds, offshore trusts, overseas investors, discretionary and non-discretionary UK property companies and individual investors.

We have invested heavily in technology providing our clients and tenants with a transparent service using realtime reporting over the web.

Knight Frank provides a property management service capable of supporting all major healthcare portfolios.

Prophecy, our web-based property management intelligence solution allows for total transparency and real-time reporting that is relevant to our clients' asset or portfolio.

YOUR GLOBAL PROPERTY PARTNER

The four ingredients which set Knight Frank apart are our independence, our global network, and our commercial and residential platforms.

Through our US alliance with Newmark Grubb Knight Frank we have grown to a group of over 12,000 property professionals, in more than 335 offices in 52 countries. Being a partnership allows us to put our clients first, we focus on giving them the best advice

and putting long term relationships before short term wins. Trust and integrity are everything.

Working with private individuals, developers, investors, banks, corporate occupiers and public sector bodies we provide a range of agency, investment and professional consultancy services which are supported by our dedicated market research teams.

The combination of our people, research and technology has helped us grow our enviable track record and that's why clients come back to us for their personal and professional property requirements.

OUR SERVICES

- Agency
- Building Consultancy
- Business Rates
- Capital Markets
- Development Consultancy
- Facilities Management
- Global Corporate Services
- Lease Advisory
- Planning

- Project Management
- Property Asset Management
- Restructuring & Recovery
- Sustainability & Energy Consultancy
- Tenant Representation
- Valuations
- Workplace Consultancy

OUR AREAS OF EXPERTISE

- Healthcare
- Hotels
- Logistics & Industrial
- Offices
- Public Sector
- Residential
- Retail & Leisure
- Rural & Agricultural
- Student Property



THE COMBINATION
OF OUR PEOPLE, RESEARCH AND TECHNOLOGY
HAS HELPED US GROW OUR ENVIABLE
TRACK RECORD

AFRICA

Botswana
Kenya
Malawi
Nigeria
South Africa
Tanzania
Uganda
Zambia
Zimbabwe

AMERICAS

Argentina
Brazil
Canada
The Caribbean
Chile
Colombia
Mexico
Peru
USA

ASIA PACIFIC

Cambodia
China
Hong Kong
India
Indonesia
Japan
Malaysia
Singapore
South Korea
Taiwan
Thailand
–
Australia
New Zealand

EUROPE

Austria
Belgium
Cyprus
Czech Republic
France
Germany
Ireland
Italy
Monaco
Netherlands
Poland
Portugal
Romania
Russia
Spain
Switzerland
United Kingdom

MIDDLE EAST

Abu Dhabi
Dubai
Qatar

OUR PEOPLE

HEAD OF HEALTHCARE



Julian Evans, FRICS
Partner, Head of Healthcare
+44 20 7861 1147
julian.evans@knightfrank.com

GENERAL ENQUIRIES

healthcare@knightfrank.com



Alyssia Smart
Office Manager/PA
+44 20 7861 1153
alyssia.smart@knightfrank.com



Danielle O'Connor
Secretary
+44 20 7861 5394
danielle.o'connor@knightfrank.com

AGENCY & DEVELOPMENT



Christopher Wishart
Partner
+44 20 7861 1076
chris.wishart@knightfrank.com

BUILDING CONSULTANCY



Merrick Rimmer, MRICS
Partner
+44 20 7861 1115
merrick.rimmer@knightfrank.com

CORPORATE CONSULTANCY



Paddy Evans, MRICS
Partner
+44 20 7861 1757
paddy.evans@knightfrank.com



Deborah Joynt, MRICS
Associate
+44 20 7861 5009
deborah.joynt@knightfrank.com



Sam Wright, MRICS
Associate
+44 20 7861 5117
sam.wright@knightfrank.com

PLANNING



Richard Walters, MRTPI
Partner, Head of Planning
+44 16 1833 7717
richard.walters2@knightfrank.com

RESEARCH



Oliver du Sautoy
Associate, Research
+44 20 7861 1592
oliver.dusautoy@knightfrank.com

VALUATIONS



Kieren Cole, MRICS
Partner
+44 20 7861 1563
kieren.cole@knightfrank.com



Rick Tarver, MRICS
Associate
+44 20 7861 1534
rick.tarver@knightfrank.com



Liz Crawford, MRICS
Associate
+44 20 7861 1203
liz.crawford@knightfrank.com



Tiana Spence
Associate
+44 20 7861 5264
tiana.spence@knightfrank.com

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CARE UK
SPIRE HEALTHCARE
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