



Education

Our Property Services

Your partners in property

About you

OPERATORS

- Academies
- Activity and outdoor centres
- Business schools/colleges
- Conference and training centres
- Free schools
- Further education colleges
- Higher education
- Independent schools and colleges
- Language schools and specialist colleges
- Nurseries/crèches
- SEN schools/colleges
- Student housing
- Universities

INVESTORS & OWNERS

- Charities
- Family trusts/sole proprietors
- Lending institutions
- Plcs/companies
- Private equity
- Public sector



About us

Knight Frank is the only global property consultancy to have a team dedicated to the educational sector, giving us the opportunity to provide unrivalled access to knowledge and markets for our education clients.



Emma Cleugh, Partner
Head Of Education & Charities



Julian Evans, FRICS, Partner
Global Head Of Healthcare

We provide a full range of services, from valuations and investment advice, through to ESG, planning and development consultancy, and debt and equity funding, planning and ratings.

The education market, whether in the private or public sector faces multiple opportunities and challenges and our client's property is a key component in remaining at the forefront of their offer and fit for the future.

Knight Frank's dedicated Education team offer comprehensive property advice to the sector. We provide a personalised service on a global scale.

As the largest privately owned real estate consultancy in the world, Knight Frank is driven by a uniquely personal culture. This culture enables a tailored approach to advising and assisting our clients and drives us to continually strengthen relationships across our network.

We provide solutions to those with existing property ensuring they deliver best-in-class facilities as well as providing professional advice on new strategies whether that be disposing of surplus assets, securing planning permissions for new facilities or raising finance.

This specialist sector requires expert knowledge and innovative solutions for businesses, individuals, charitable and public sector institutions that own, occupy or acquire educational land and buildings. Our depth of expertise and knowledge is gathered from our role in many of the key transactions and valuation mandates within the market along with working side by side with our colleagues across both the residential and commercial business.

With a specialist team, offices across the UK, and a global network we have the resources and knowledge to ensure the very best advice whatever the property.



How can we help you



**ACQUISITIONS
& DISPOSALS**



**ASSET TRADING
APPRAISALS**



**BUILDING
SURVEYING**



**CHARITIES
ACT 2022
COMPLIANCE**



**DEBT AND
EQUITY**



**DEVELOPMENT
CONSULTANCY**



ESG STRATEGIES



EXIT STRATEGIES



**FEASIBILITY
STUDIES**



FUNDING



GROUND RENT



INVESTMENT



LEASE ADVISORY



**MARKET
RESEARCH**



PLANNING



**PROJECT
MANAGEMENT**



**BUSINESS RATES
ADVISORY**



**DESIGNATED
ADVISER'S
REPORTS**



**SALES AND
LEASEBACK**



**MASTER
PLANNING AND
SPACE PLANNING**



**ACQUISITIONS
& DISPOSALS**



Key services



01

VALUATIONS



02

ACQUISITIONS
& DISPOSALS



03

CONSULTANCY



04

BUSINESS RATES



We are the market leaders in identifying and realising the best value for educational assets. We aim to achieve the most effective solutions for our clients whether it is for existing use, investment or alternative uses and development.

01. VALUATIONS

Our team of highly experienced RICS Registered Valuers provide professional valuation and advisory services on a wide range of educational assets, from individual sites or multiple campuses, to student halls and potential development land – for a variety of purposes.

We undertake ‘Red Book’ and other valuations for:

- Loan security
- Financial reporting
- Balance sheet
- Disposal
- Acquisition
- Taxation
- Reinstatement
- Investment
- Designated Advisor Reports for compliance with the Charities Act 2022
- Internal purposes
- Probate & compensation purposes

We also provide option appraisals for internal decision making, including acquisition, disposal, sale and leaseback.

In conjunction with our residential and commercial teams we provide expert advice on current use, alternative and investment value.

Knight Frank is an approved panel valuer to a long list of banks and other lenders. In addition, we pride ourselves on repeat business from our clients.

02. ACQUISITIONS & DISPOSALS

Our market track-record in providing advice to the educational sector enables us to offer our education clients the best possible expertise in respect of disposals or acquisitions.

A key aspect to our offer is the ability to engage with specialist teams and global markets through our framework of 85 offices and our global network, thus ensuring maximum exposure to the market.

Our specialists sit within the Residential Development & Investment division with offices in London, Bristol and the Middle East.

We are the market leaders in realising the best value for educational assets. We aim to achieve the most effective solutions for our clients whether it is for existing use, investment or alternative uses and development. In instructing Knight Frank, our clients gain access to an unrivalled purchaser database of education, developer and international investor buyers.

We are equally experienced in the acquisition of educational assets – ensuring our client’s property purchase is on the best possible terms, and the whole process of due diligence and negotiation on your behalf is managed from start to completion. Where relevant we will bring in teams to assist in that process such as valuation, planning and building consultancy – all ensuring a seamless delivery of advice.

03. CONSULTANCY

Knight Frank provide professional consultancy services to some of the sector's leading education providers.

We work with our clients to introduce a deeper level of knowledge and expertise to enhance their properties' capabilities and potential as well as looking for efficiencies across all real estate and cost saving.

From building consultancy to business rates and every niche in between, our London, regional and global teams deliver innovating and tailored solutions to complex property needs.

We add value, perspective and data-backed expertise built up over a century of helping clients in every aspect of transacting, developing, managing and leasing property. We're abreast of every factor affecting the property sector.

We're not afraid to challenge, innovate and question in order help our clients achieve returns on investment.

04. BUSINESS RATES

Our team of highly experienced rating surveyors provide business rates consultancy for our educational occupiers which include independent schools and colleges.

We mitigate their rates liability by identifying opportunities for a reduction in the rateable value which may include; switching the valuation method to a cost based approach; correcting floor and land areas; reducing the rates £/m2 applied to the floor areas and to sport facilities such as tennis courts, running tracks, swimming pools. We also consider value significant factors which may support an overall allowance for example sites which are separated by a public road, have limited parking, insufficient outdoor space, nonstandard heating systems or listed buildings. Additionally, we obtain relief for clients during redevelopment projects and provide estimations of the impact to the rateable value, particularly where new buildings are planned, and take advantage of improvement and green reliefs.

The team are all members of the RICS, RSA and IRRV and are experts in navigating the complicated rating appeals process having submitted numerous appeals to the Valuation Office Agency since the 1990 rating list, provided expert evidence at the Valuation Tribunal and the leading Upper Tribunal case concerning the correct methodology for Public and Independent Schools.

With the decision to remove the 80% rate relief for charitable schools and the application of VAT on school fees, we encourage all Knight Frank's existing education occupiers to contact the rating team and ensure they minimise their exposure to business rates.



We add value, perspective and data-backed expertise built up over a century of helping clients in every aspect of transacting, developing, managing and leasing property.





Additional services

05

BUILDING
CONSULTANCY

06

PLANNING &
DEVELOPMENT
CONSULTANCY

07

ESG CONSULTANCY

08

LEASE ADVISORY

09

CAPITAL MARKETS
& INVESTMENT

10

FUNDING - DEBT AND
EQUITY ADVISORY

11

STUDENT PROPERTY

We provide our clients with clear commercial, practical and pragmatic advice to produce the most efficient and cost-effective solutions to meet business and operational objectives.

05. BUILDING CONSULTANCY

Our services are tailored to suit specific requirements within five key areas; building surveying, dilapidations/lease exit strategies, refurbishment, maintenance and repair, project management and development monitoring.

We provide our clients with clear commercial, practical and pragmatic advice to produce the most efficient and cost-effective solutions to meet business and operational objectives.

So, whether you are considering re-purposing existing space, delivering new teaching accommodation or planning your maintenance programme, Knight Frank's building surveyors can assist.

06. PLANNING & DEVELOPMENT CONSULTANCY

Utilising our depth of knowledge drawn from our agency colleagues, the planning and development consultancy team advises on any aspect around the change of use of property and help identify the most appropriate uses for development opportunities. Whether single applications for change of use, to

'greenfield' development of surplus land to master planning in an urban environment, we provide full spectrum planning advice to landowners across the UK.

The early stages of such advice include evaluation of the key strengths of an opportunity, value and market related considerations through to identifying development options and disposal strategies.

Our team can provide services such as planning applications and negotiations, master planning and strategic planning, planning appraisal and financial viability, policy representation and public inquiries as well as stakeholder and community consultation. We advise our clients on a range of options from making representation for a site's allocation for development as well as disposals from an outright sale to a 'patient capital' approach.

In implementation of a disposal we target the most active and well-funded sectors of the market using our strong brand, contacts from the vast number of disposals undertaken and our global platform giving access to active buyers, experienced operators and developers as well as funding whether debt or equity.





07. ESG CONSULTANCY

Environmental, Social and Governance is an increasingly critical influence on management and investment decision-making for property. An ESG assessment may look at the impact of the physical building (base specification and in-use) on the environment, and criteria may cover everything from carbon emissions, asset-level certifications, be they environmental or health and wellbeing accreditations, energy and utility management and deployment of technology to monitor and measure compliance.

Our ESG team, supported by our sustainability and energy team, have a breadth of experience to advise the educational occupier or owner on the best strategy to meet the changing ESG agenda.

8. LEASE ADVISORY

Using extensive in-house market intelligence bolstered with an unrivalled database of rental evidence and our valuation expertise, our lease advisory specialists provide accurate assessments of sustainable market rents across all education assets as well as advise on lease renewals, re-gears and rent review.

09. CAPITAL MARKETS & INVESTMENT

We are experts in realising value from your assets through creating investment value.

The attributes of educational property and occupiers are such that there is great potential to create enhanced value from your property. The often outstanding locations and covenants of such organisations combined with a long lease term can potentially create a very attractive offer to the investment market.

For a sale and leaseback agreement, the agreement is negotiated to suit the organisational and operational needs of the occupier and the transaction enables the owner to receive maximum value. In addition, ground rents have now become a mainstream investment, with a much wider pool of buyers recognising this long-term income stream, which is low risk and less sensitive to the property cycle than traditional property investment. Educational assets can be well suited to this structure.

We leverage our relationships with privately and publicly owned companies, institutional funds, sovereign wealth & state pension funds and high net worth individuals to ensure maximum value from such propositions.

Environmental, Social and Governance is a material influence on management and investment decision-making for property.

10. FUNDING – DEBT AND EQUITY ADVISORY

Knight Frank Capital Advisory (KFCA) is FCA regulated providing a combined capital debt and equity sourcing service for clients in the U.K. and across Europe.

The division comprises an Equity Advisory team which works in tandem with the firm's Debt Advisory function. KFCA provides the ability to source both equity partners and debt capital for clients, thus Knight Frank offers the full range of capital raising products.

KFCA works closely with each sector and product team, enabling clients to depend on the firm at all stages of an asset, development or portfolio's life cycle. The team has the capability to advise on a range of equity raising requirements including programmatic capital to grow portfolios, one off acquisitions, and corporate capital to fund strategies. We can also support with sourcing capital to acquire land, fund planning and construction, repositioning of existing assets, and rescue capital when assets become distressed.

11. STUDENT PROPERTY

The Knight Frank student property team advise on Purpose-Built Student Accommodation ('PBSA') located throughout the UK and Europe.

Whether investing in, disposing of or developing student property, the Knight Frank team act on behalf of funds, institutions, universities, receivers, operators, national portfolios and private developers on the disposal and acquisitions of all categories of PBSA.

We are the market leaders in transacting forward funding deals, operational assets, development sites and portfolio deals in London and other regions of the UK.

With cutting-edge market research and an impressive track record to back our statements, Knight Frank is the number one choice for any student property related requirement.

Get in touch

Our specialist team advising the educational sector. We'd be delighted to hear from you whatever your requirements are for property advice. We are here to help and provide added value solutions to your operational, development, funding or investment objectives.

THE CORE TEAM

Team advising on independent schools, colleges, Further Education and Universities/Higher Education:

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About the group

There's a human element in the world of property that is too easily overlooked.

At Knight Frank we build long-term relationships, which allow us to provide personalised, clear and considered advice on all areas of property in all key markets. We believe personal interaction is a crucial part of ensuring every client is matched to the property that suits their needs best – be it commercial or residential.

Operating in locations where our clients need us to be, we provide a worldwide service that's locally expert and globally connected. As a partnership, we are independent, debt free and not beholden to external shareholders.

We believe that inspired teams naturally provide excellent and dedicated client service. Therefore, we've created a workplace where opinions are respected, where everyone is invited to contribute to the success of our business and where they're rewarded for excellence. The result is that our people are more motivated, ensuring your experience with us is the best that it can be.

Full list of services

COMMERCIAL

Sectors	Services
- Automotive	- Asset Management
- Education	- Building Consultancy
- Energy	- Business Rates
- Healthcare	- Capital Allowances
- Hotels	- Capital Markets
- Industrial & Logistics	- Debt Advisory
- Leisure	- Development Consultancy
- Office	- Energy and Sustainability
- Retail	- Consultancy
- Retail Warehouses	- Investment Management
- Student	- Facilities Management
	- Lease Advisory
	- Leasing
	- Planning
	- Project Management
	- Property Management
	- Research
	- Restructuring and Recovery
	- Sales
	- Tenant Representation
	- Valuations
	- Workplace Consultancy

RESIDENTIAL

Transactional	Professional Services
- Development Marketing	- Building Consultancy
- International Residential Sales	- Compulsory Purchase
- Investment & Lettings	- Consultancy
- Management	- Corporate Services
- Lettings	- Interiors
- Private Client Acquisition	- Litigation
- Private Rented Sector	- Research
- Property Management	- Residential Asset
- Residential Capital Markets	- Management
- Sales	- Retirement / Senior Living
	- Residential Mortgage Broking
	- Rural Consultancy
	- Valuations



Knight Frank Education team is headquartered in London, working side by side with colleagues across diverse teams. At the same time, they bring invaluable knowledge from our network of regional offices across the UK and our international colleagues.

Connecting people & property, perfectly.

To find out more about our worldwide expertise, visit knightfrank.com

The Americas

4 MARKETS

Bahamas | Barbados | Canada
United States of America

237
OFFICES
11,500+
PEOPLE

United Kingdom

4 MARKETS

England | Scotland
Wales | Jersey

71
OFFICES
2,800+
PEOPLE

740+ OFFICES

OVER 50 TERRITORIES

27,000+ PEOPLE

1 GLOBAL NETWORK

To work responsibly, in
partnership, to enhance
people's lives and environments.

22
OFFICES
630+
PEOPLE

Africa

11 MARKETS

Botswana | Egypt | Kenya | Malawi
Morocco | Nigeria | South Africa | Tanzania
Uganda | Zambia | Zimbabwe

Europe

22 MARKETS

Austria | Belgium | Bulgaria | Czech Republic
Denmark | Finland | France | Germany
Greece | Hungary | Iceland | Ireland | Italy
Monaco | Netherlands | Poland | Portugal
Romania | Serbia | Spain | Sweden | Switzerland

106
OFFICES

1,110+
PEOPLE

Asia Pacific

16 MARKETS

Australia | Cambodia | Chinese Mainland | Fiji
Hong Kong SAR | India | Indonesia | Japan
Malaysia | New Zealand | Philippines | Singapore
South Korea | Taiwan | Thailand | Vietnam

299
OFFICES

11,000+
PEOPLE

7

OFFICES

330+
PEOPLE

The Middle East

4 MARKETS

Bahrain | Qatar
Kingdom of Saudi Arabia
United Arab Emirates



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