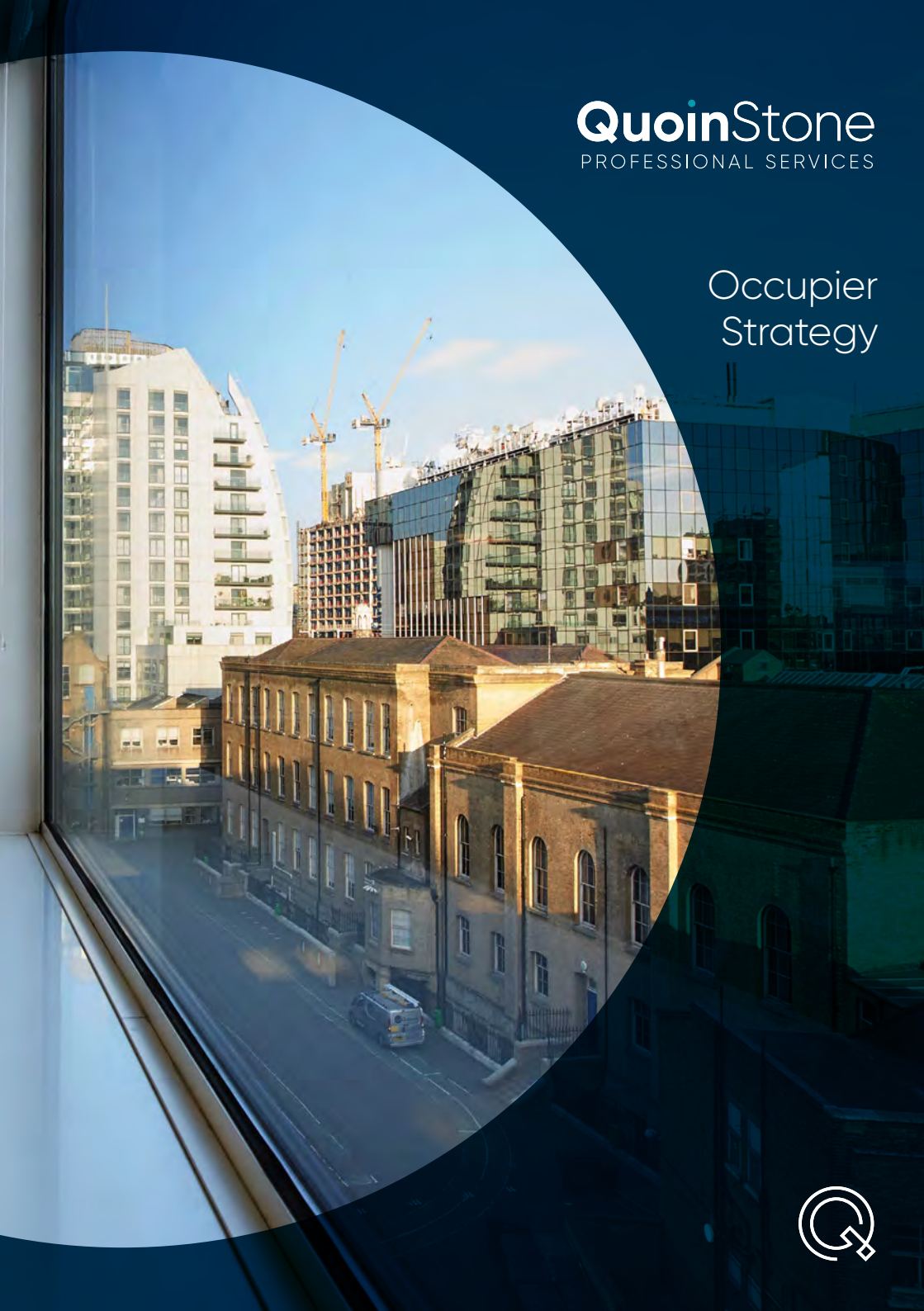




QuoinStone
PROFESSIONAL SERVICES

Occupier Strategy



Occupier Services



At QuoinStone, we work with our clients to provide bespoke property solutions, tailored to suit both portfolio and asset level real estate strategy.

We add value by identifying areas of neglect and take action to avoid unnecessary cost outflows.

We rationalise capital and maintenance expenditure, manage stakeholder relationships and improve portfolio performance through cost reduction.

We have a wealth of cross-sector expertise and long established relationships, built up over 50 years experience in the industry.



Our expertise extends across multiple sectors, including retail, office, industrial and alternatives.

A summary of services is outlined below:

Strategic Advice

- Portfolio and individual asset review – market commentary, analysis, threats and opportunities.
- Identification of cost reduction initiatives.
- Creation of strategic business plans at both asset and portfolio level.
- High level and detailed cashflow analysis and business plan option evaluation including sensitivity analysis.

Asset Business Plans & Reporting

- Structured business plan review process.
- Tenancy audit, rental cashflow analysis, capex modelling.
- Portfolio analysis of total expenditure across properties to highlight outflows and inefficiencies
- Identification of options to optimise asset performance.

Portfolio Optimisation

- Management of consolidation and portfolio reconfiguration.
- Identify, instruct and manage full professional team to assist with all necessary technical matters.
- Proven track record of delivering complex strategies to budget and to high standards.

Acquisition Due Diligence

- Data driven approach to identifying new property opportunities.
- Assemble and manage professional team throughout acquisition process.
- Assess property opportunity and risk mitigation.
- Presentation of business plan and strategy.
- Coordinate acquisition process from RFP, negotiation of heads of terms to lease completion.
- Provide full reporting pack for acquisition.

Property Management

- Building maintenance assessment and planning to reduce capital expenditure liability and improve operational performance.
- Assess management options and suggest improvements or alternative management solutions.
- Review of energy saving initiatives and other building performance options.

Lease Strategy

- Advise on lease surrenders, break option negotiation, renewals and vacancy solutions to enhance operational cashflow
- Disposal solutions for vacant premises through sub-letting, assignment or surrender where viable.
- Manage legal process, oversee dilapidations procedure prior to lease expiry and tenant fitout works at lease start.
- Develop and maintain landlord relationship throughout business plan.

Management Team

Steve Howling

**Co-founder &
Head of Asset Management**



Steve is responsible for asset management and his specialism is in occupier relationships and business plan strategy, delivering commercial objectives across properties.

Prior to co-founding QuoinStone, Steve has been responsible for managing in excess of £1bn of commercial real estate assets over the last 10 years on behalf of numerous major corporate and local authority pension fund clients.

Steve joined Fidelity to grow their nascent Real Estate Fund taking it from less than £100m AUM to over £500m AUM.

He was responsible for deal origination and execution, portfolio and business plan strategy and asset management, across all UK regions.

He formulated the strategy for capital raising, new business origination and real estate product development, winning new business from the Middle East and many UK corporations.

steve@quoinstone.consulting / 020 7855 2002



24
years



1.5m
sq ft



£1bn
AUM

Tim Struth

**Co-founder &
Chief Executive Officer**



Tim is responsible for project execution and his specialism is the cashflow appraisal and analysis of property investments and to manage the risks and the processes that deliver value.

Prior to co-founding QuoinStone, Tim established SB2Property, a private property investment and development business.

The business was built up to become a prolific investor and developer of a diverse range of properties across multiple sectors including offices, hotels, retail and residential.

Tim sourced, funded and managed property transactions worth more than £275m, with major projects including Helix, a 36 storey, dual tower residential scheme of 414 units in Canary Wharf and Pocket Hotel, an 8 storey, 213 bed hotel in the heart of Shoreditch.

Many projects were secured off-market and managed directly by Tim who oversaw the acquisition, planning, development and sale process delivering exceptional profits to investor shareholders.

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26
years



36m
sq ft



£12bn
GDV



“

As non-property people, QuoinStone's sector expertise and experience was invaluable in leading us through the acquisition of our first commercial warehouse lease. We will continue to work with them as our business grows.

Richard Wright
Managing Director
Mobility Giant

QuoinStone advised on all aspects of our first commercial office and warehouse acquisition. It was abundantly clear their experience and longstanding property network was invaluable and we are already working with them on our next commercial property acquisition.

Marijke Varrall-Jones
Director
Maak

“

Property
should
be your
cornerstone

The cornerstone of a property provides both structural integrity and aesthetic appeal.

We believe that integrity is fundamental to success. By taking an honest approach to all aspects of real estate we create appealing outcomes.

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