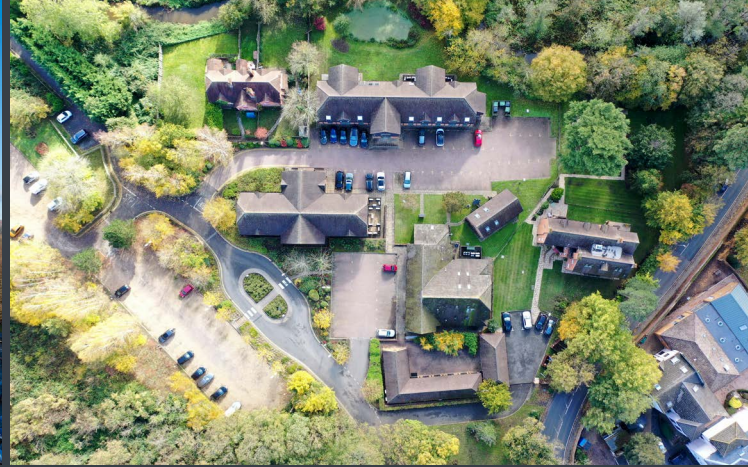


Investment & Asset Management Services



About Buccleuch

As a privately owned business, Buccleuch Property is part of one of Scotland's longest-standing family dynasties which can trace its roots back to the 10th Century. We have been a significant landowner for many centuries, during which time the family has been custodian for over 1 million acres. Today, Buccleuch continues to be one of Europe's largest private landlords with an unparalleled reputation for stewardship of property and strong relationships with all those who live, work and play on and in the land and buildings within our ownership.

Buccleuch Property represents the commercial property interest of Buccleuch, with the core of its business operating in the investment and development markets together with significant interests in the strategic land and residential sectors.

Buccleuch works with a number of partners to deliver attractive long term returns whilst upholding our reputation, integrity and responsibilities.

Investment & Asset Management Services

Buccleuch Property offer comprehensive asset management services for our clients drawing on our extensive experience of managing our own portfolio and retaining the same principles to drive value.

Our offer provides:

A distinctive culture based on the Group's heritage

A proven track record of high returns as a principal investor, joint venture partner and an external asset manager

A wealth of experience across the investment, asset management and development disciplines

A flexible approach from driving short term returns to long term custodians

Our services:

Asset Management
Strategic and client side management of existing assets

Development Management
Overarching role to take a development project from inception through to completion, letting and sale

Investment Management
Sourcing new investment opportunities, acquisition and disposal execution services

Finance and Accountancy
Assisting with the sourcing of debt finance and full accountancy services

Case Studies

Mountcity Portfolio



2.4 million sq ft

Our Role:

- Asset Management of 14 estates located in the West Midlands and Sheffield
- Close liaison with existing occupiers, ensuring awareness of operational requirements and future occupational strategy
- Acquisition of neighbouring property and disposal advice where relevant



£100m
Open Market Valuation

£7.8m
Contracted rent per annum

95%
of properties are let



157
Tenants

Osprey Portfolio



417,000 sq ft

Our Role:

- Inspected sites and acted as an advisor at acquisition stage for an overseas client who was unable to inspect personally due to Covid travel restrictions.
- Asset management of four industrial properties in South Wales
- Service charge budget reworked to better represent current occupation and ownership



£14m
Capital value

£1.2m
Rental income

100%
Occupied



4
Four sites & four tenants

Buccleuch Living Heritage Trust



215,000 sq ft

Our Role:

- Asset management of nine properties in Scotland and England with a primary purpose of creating an income stream for charitable reinvestment into the maintenance of historic buildings
- Drive rental growth and minimize voids
- Acquisition and disposal where appropriate with a focus on industrial sector



£18m
Value

£1.5m
Contracted rent

100%
Occupied



10%
Yielding over 10% on cost

Our Track record:

- Highly experienced niche operator working UK wide
- Manage over £200m of investment assets
- Assets range in value from sub £1m to £25m
- Broad market knowledge and extensive contacts
- Active asset management
- Emphasis on targeted delivery
- Tight financial control
- Strong working relationship with occupiers
- Consistently high returns
- Professional Indemnity Cover is carried up to £3m

Joint Venture Proposals

Buccleuch currently has 5 active joint ventures in commercial property with holdings across the U.K. and 4 strategic joint ventures which invest in the residential sector.

Our offer

We provide external investors with comprehensive asset and development management services coupled with the ability to co-invest. Our access to debt and third party capital can also assist in the upfront structuring of new acquisitions or the re-financing of existing situations.

Skills and expertise

We use the skills and expertise of the team to manage and turnaround distressed or value-add assets. We have the flexibility to structure proposals on a variety of different bases to suit individual properties and circumstances.

Ethos

People

A highly-motivated team of professionals with a wide range of property, financial and administrative skills and who have the ability to react quickly to opportunities and changing market conditions.

Responsible

A passionate commitment to the built environment ensuring that the decisions we make should not just be for today or tomorrow, but for the generations that follow.

Culture

An excellent track-record of Joint Ventures and co-investment that thrives on long-term relationships.

Financial security

With substantial equity and long-established banking relationships, we are well placed to capitalise on new opportunities.

Progressive

We are part of a business that has been in existence for over 500 years that has flourished through a combination of determination, hard work and political astuteness; qualities that continue to this day.

Key Contacts



Philip Eves

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Philip is responsible for the management of the investment portfolio as well as the identification of new acquisitions and disposals. With a 15 year track record in the commercial property sector, he previously worked as Director at Robertson Property and at Kenmore Property Group.



Judy George

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Judy joined Buccleuch Property in 2020 to work with the Asset Management team and is responsible for the pro-active asset management of Buccleuch's commercial property portfolio. A Chartered Surveyor with over 20 years' experience, Judy started her career as a Facilities Manager supporting the surveying team at Nelson Bakewell. Deciding to pursue a career in Surveying she returned to university and subsequently worked with Ryden and DTZ before developing the property portfolio at Edinburgh Airport.



Paul Jarvis

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Paul is responsible for a third party Asset Management instruction based in the Midlands and Yorkshire, and is targeting new opportunities for purchase either directly or through joint ventures. He has over 20 years of Asset and Property management experience, including posts as Asset Management Director at Kenmore Property Group and running the Asset Management department at CBRE's Birmingham office.

