



## Lease Advisory

Whether you are a property investor or occupier, the terms of your lease agreement will impact your bottom line. With rigorous negotiation skills and in-depth technical and market knowledge, our specialist surveyors can help you make the most of your lease agreement to fulfil your investment or occupational objectives.

Commercial lease agreements are often only looked at when it is time for a rent review or lease renewal, but anticipating the parties' changing needs over the term of the lease agreement can reap rewards for both investor and occupier.

### Our Services

#### Rent reviews

We provide comprehensive advice on all aspects of the rent review process. In the absence of a negotiated settlement, we carry out a detailed risk and cost assessment when considering dispute resolution alternatives.

#### Lease renewals

Through a combination of strategic advice and a detailed understanding of the local market, we advise on the most effective strategy to meet your objectives. If the lease is a protected tenancy, any dispute will be referred to Court and, as with rent reviews, a careful risk assessment undertaken.

#### Lease re-structuring

Changing circumstances and objectives of the parties often provide the opportunity to re-structure the lease to mutual benefit. An in-depth understanding of investor and occupier objectives is applied when devising solutions.

#### Break options

Strategic advice is provided on removal or variation of break clauses in existing leases which may result in an enhancement to capital value. For the occupier the moving or insertion into the lease of a break clause can significantly add to occupational flexibility.

#### Green leases

Jones Lang LaSalle is a market leader in sustainable real estate solutions. Both investors and occupiers can benefit from incorporating green and sustainable lease drafting.



#### General lease advice

We liaise with our commercial property leasing and investment colleagues to advise clients on the valuation and occupational implications of lease covenants.

#### Expert witness / dispute resolution

Our Surveyors in the Lease Advisory Group are trained to give Expert Witness evidence in accordance with the RICS Practice Statement.



### The Benefits

- Assist both investors and occupiers to achieve their commercial objectives
- Close liaison with our investment and leasing colleagues gives us comprehensive market knowledge
- Investor and occupier requirements do not always fall into a precise category - the team is set up to deal with unique and complex situations
- Applying local knowledge across the country - our network of teams covers the UK
- Access to market leading research and forecasting

## Expertise in Action

### Applying local knowledge across the country

Our network of teams cover the country and in addition to our own expertise we liaise with our commercial property leasing and investment colleagues across the UK to give us comprehensive market knowledge.

The Lease Advisory Group operates from offices in London (West End and City), Birmingham, Manchester, Leeds, Bristol, Cardiff, Edinburgh and Glasgow as well as many other regional centres.

### Team Experience

Over 70 Lease Advisory specialists in the UK advise on over 40 million sq ft of space every year, working with both investors and occupiers.

### Clients

Our client base includes institutional investors, property companies, corporate and business occupiers as well as public sector bodies. Our in-depth knowledge of the market and all aspects of lease advisory, alongside an excellent understanding of our client's needs enables us to identify opportunities and provide the best possible service.



## Key Features

The team has dedicated sector and market specialists covering all areas of commercial property including:

- Offices
- Industrial and logistics
- Retail
- Leisure

### Geoffrey Pentecost - London

geoffrey.pentecost@eu.jll.com  
+44 (0)20 7399 5390

### Julian J Sandbach - Regions

julian.j.sandbach@eu.jll.com  
+44 (0)161 238 6235

## Why Jones Lang LaSalle?

- We are the largest Real Estate services company in the UK and Europe
- With a network incorporating 60 countries worldwide, Jones Lang LaSalle delivers solutions locally, regionally and globally
- A single point of contact gives you access to every Jones Lang LaSalle specialist required to deliver a successful outcome

