

storeys:**ssp** moving forward





storeys:ssp
:enlightened properties

:Contents

:Who we are 02

:Our core values 04

:What we do 06

:Our 3D approach 07

:What our clients say 09



Cert No. FS 32542

storeys:ssp is a member of the Royal Institution of Chartered Surveyors. © storeys:ssp 2004

:Who are storeys:ssp? Quite simply we are one of the most progressive independent commercial property consultancies in the UK with a geographical reach that extends from London to Edinburgh. We operate with one guiding principle: to always put our clients' interests first. We do this by offering creative and innovative advice, acting as the driving force behind our clients' property strategies to maximise the value and benefit of every property decision they take.

This forward looking approach is built on more than a century of experience in commercial property and is supported by our intimate knowledge of the markets and national knowledge of economic trends and market forces. Our teams of talented individuals are also committed to delivering a quality service that exceeds the expectations of our clients.

By making client relations a key differentiator for our business, we carefully tailor our services to the following client groups: property companies, financial institutions, occupational companies, the public sector, professional firms and private clients.

More specifically, we employ specialist professionals who work across the disciplines of: Valuation, Landlord and Tenant, Commercial Property Agency, Development, Investment, Rating, Property Management, Building Surveying, Town Planning and Consultancy. We also specialise by property sector: industrial, offices and retail, and niche markets notably hotels, leisure and licensed, motor trade, education and residential development/ investment.

storeys:ssp

:delivering a creative and innovative service



storeys:ssp

:more than chartered surveyors

: Although our core offering is, and always will be, commercial property consultancy, we do not want to be regarded as ‘just another firm of chartered surveyors’. Rather we want to be seen as leading at the forefront of our profession, where our unique vision and way of business demands us to be. To help us achieve this we have four clearly defined brand values which are reflected in everything we do.

: Professional

We don't just claim to be professional we demonstrate it in the way we work, the way we deal with our business and the way we train our staff in technical, commercial and inter-personal skills. It's in the way we perform.

: Dynamic

Everything we do is done with an energy and ambition to set new standards in property services.

: Enlightened

Knowing everything there is to know about the property sector and not being content to be the norm. Ensuring the dynamics of our business model recognise that we are a people business making staff our key resource.

: Innovative

In our approach to business, our lateral thinking and the way we plan for the future we always aim to be one step ahead.

: The only way to do business. Like everything else about storeys:ssp, our approach to business is unique too. We call it ‘the 3D approach’.

: Market sectors

01 Financial Institutions We offer wide-ranging advice from valuations and appraisals, to project monitoring, LPA Receiverships, advice on risk management, exit route strategies and corporate restructuring.

02 Occupational Companies Our most diverse client grouping for whom we provide the most comprehensive service offering. This large generic group is divided into sub-groups, covering retailers, manufacturers and distributors to niche or specialist occupiers. Our approach is to understand the clients’ business and their precise needs and requirements with a view to maximising returns or minimising operational costs.

03 Private Clients Whether investors, entrepreneurs or sole traders, the firm’s private client base is always looking for opportunism and flair in the services we provide to maximise investment or business returns on the property decisions they take.

04 Public Sector Services We take the time and trouble to understand the legislative and financial backgrounds within which public sector clients have to operate, allied to the need for transparency and accountability. We work with our local authority clients, schools, colleges, universities, government agencies and departments, to agree the most effective packaging of our services that will deliver the best value for money.

05 Property Companies and Funds Whether a property company (public or private), an insurance company or a pension fund, we provide a range of services that is designed to help maximise income streams and asset worth, whether in the fields of development or investment.

06 Professional Firms We work with and for solicitors, accountants, architects, engineers, management consultants, economists and other professional firms whether on an individual basis or as part of a multi-disciplinary team covering a wide spectrum of commercial property work.

: Service lines

01 Agency With over 100 years of experience in commercial and investment agency, we are acknowledged experts in the disposal, acquisition, leasing, and sale and leaseback of retail, office, industrial, hotels and other specialised property assets, whilst our national investment team is growing in stature and reputation.

02 Property Appraisal and Valuation Our valuation team provides advice to private clients, larger corporates and major financial institutions for a variety of purposes including sale, purchase, secured lending, financial statements, insurance and taxation. Development and cash flow appraisals are also available for viability studies, development management and grant funding. All reports contain detailed market commentary and opinions in clearly written, unambiguous formats.

03 Rent Reviews and Lease Renewals Through our knowledge of rental markets and values, our experience/expertise in reading and understanding leases, and our familiarity with landlord and tenant law/precedent, we can maximise investment returns/asset worth for landlords and minimise occupational costs for tenants whilst otherwise securing the most beneficial lease terms.

04 Consultancy Working independently or as part of a wider multi-disciplinary team, we provide a comprehensive range of consultancy services covering development, regeneration, planning appeals, land assembly, development appraisals, viability studies, grant applications, supply and demand analysis, strategic analysis, project development, compulsory purchase and compensation.

05 Town Planning We offer specialist town planning advice on all property types and across all market sectors in relation to land use and development issues. Our services include negotiating planning applications and legal agreements and advising on appeals. Our chartered town planners and development surveyors work closely together to ensure that development potential is deliverable through the planning system.

06 Dispute Resolution As the world of commercial property and construction becomes ever more complicated, disputes are bound to occur. To address this issue we offer a full range of services to our clients that includes negotiation, expert witness work, receiving appointments as independent experts or arbitrators, mediation and court appointed expert witness work.

07 Rating Appeals, Rates Management and Rates Recovery We are one of the leading national rating practices working for clients in all our market sectors throughout England, Wales and Scotland. By actively managing our clients’ property portfolios we can help minimise rate liability and maximise savings and refunds.

08 Property Management Pro-active asset management based on an understanding of clients’ individual aims and objectives is the key to improving the performance and value of property assets, whether held for investment purposes or owner occupation. Our diverse managed portfolio extends from the north of Scotland to the Channel coast. Our specialist areas of advice include health and safety audits, insurance valuations, rent reviews and lease renewals, facilities management, Law of Property Act Receiverships and capital valuations, all backed up by local market knowledge.

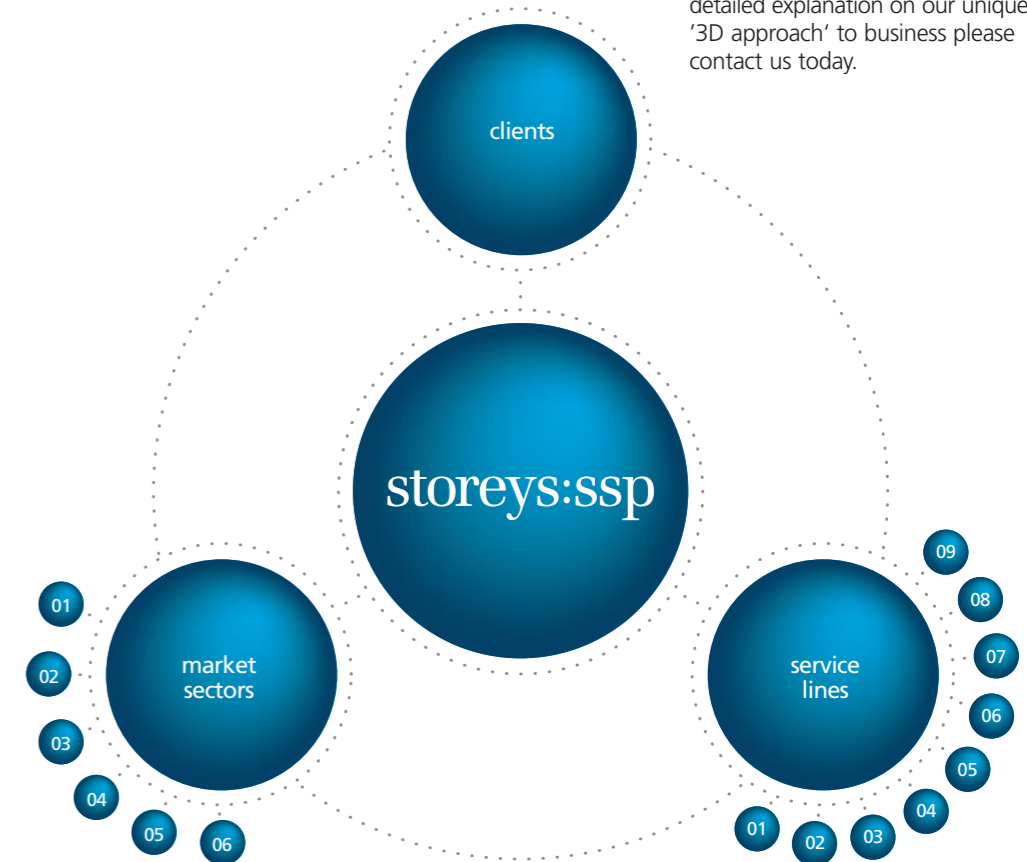
09 Building Surveying and Construction We offer a range of specialist technical advice on building construction and related legal issues. We can provide a full construction service including design, specification preparation, tendering and on site management. Other services cover dilapidations, party wall awards and compliance with legislation including the Disability Discrimination Act.

: Clients

An Individualistic Approach where our clients are the beneficiaries.

: Our 3D approach

For further details of the market sectors we operate in, the service lines we offer or for a more detailed explanation on our unique ‘3D approach’ to business please contact us today.



In the property market
:change is the only constant



: Naturally we would tell you that we are market leaders, but don't just take our word for it...

As part of our commitment to consistently delivering a high quality and timely service, in which we search out ways of not just satisfying but really pleasing our clients, we now regularly conduct client surveys in the form of personal interviews, postal questionnaires and perception studies, often with independent third party assistance. The main purpose of these surveys is to test the overall quality of our service delivery whilst at the same time identifying any gaps in our service provision. The following is a flavour of what our clients say about us:

- : We provide a better overall service offering more than many of our competitors.
- : There is no sense of arrogance or brashness, we are easy to deal with and down to earth.
- : We are thorough and very straight-forward in the advice we give.
- : Our pricing is competitive.
- : We are one of the few suppliers clients don't have to chase.
- : Our property management service is second to none.
- : We treat our public sector clients in the same businesslike way as we would any commercial enterprise.

Edinburgh Office: 101 George Street, Edinburgh, EH2 3ES

Leeds Office: Leigh House, 28-32 St Paul's Street, Leeds LS1 2PX

London Office: 4-5 Arlington Street, London, SW1A 1RA

Manchester Office: Clarendon House, 81 Mosley Street, Manchester M2 3LQ

Newcastle Upon Tyne Office: Higham House, New Bridge Street West, Newcastle Upon Tyne NE1 8AU

Teesside Office: St James House, 139 Albert Road, Middlesbrough TS1 2PP

t:0131 226 3384 f:0131 225 6210

t:0113 242 8999 f:0113 242 8944

t:020 7629 9175 f:020 7629 1241

t:0161 236 8111 f:0161 236 0081

t:0191 232 6291 f:0191 232 4610

t:01642 230800 f:01642 241994

w:www.storeys-ssp.co.uk e:info@storeys-ssp.co.uk

.....:offices

storeys:ssp