Welcome to Savills Cardiff

Our Cardiff office opened its doors in 2007 and has quickly become a key adviser in the Welsh property market with a wider range of services than any other firm. Our team of successful and highly motivated employees are considered leaders in their field and work on a large number of major projects and transactions throughout Wales and further afield.

Whilst Savills may be best known for its high end residential business, this is only one stream of our core business. In Cardiff, we have strong teams in planning, development and all areas of commercial property including investment and agency.

- Business Space
- Development Services
- Housing and Healthcare
- Commercial Investment
- Residential Development Sales
- Planning Consultancy
- Residential and Rural Sales
- Valuation, Litigation and Recoveries
- Rating

Established in 1855, we now have over 30,000 employees in over 600 offices and associates throughout the Americas, Europe, Asia Pacific, Africa and the Middle East. Through our advice, our property management capabilities and the transactional services we provide, we help our clients to fulfil their real estate needs – whatever and wherever they are.

Savills UK operates across 139 offices nationally and services the full spectrum of the real estate sector through our 150 different service lines. We provide a complete range of property solutions throughout the lifecycle of any real estate asset nationwide.

A unique combination of sector knowledge and flair gives clients access to real estate expertise of the highest calibre. We are regarded as an innovative organisation and a number of recent market awards are a testimony to our success.

Introduction to Savills

Savills is one of the world’s largest real estate firms.

- 600 offices and associates across the world
- 139 offices across the UK
- Over 150 service lines
For the landlord or occupier the right advice is critical. We provide specialist advice, experience and commitment to all our business space disposal and acquisition instructions.

We can help guide you through the market, whether for a pre-let, letting, sale or acquisition of business space in South Wales. Our “leave no stone unturned approach” to agency services is based upon market-leading knowledge, research and analysis. We offer a full range of leasing services including:

- Disposals
- Acquisitions
- Development Consultancy
- Tenant representation
- Co-ordinating targeted marketing campaigns for the leasing and sale of properties
- Lease negotiation and re-gearing
- Identifying occupiers for your space
- Property search and acquisition
- Development appraisals and feasibility analysis

We advise a wide range of clients from both the public and private sector drawing upon our experience, coverage and scale of resources to provide our clients with best advice and innovative solutions, including:

- 28 West, Celtic Springs Business Park, Newport
  We advised on the sale of 28 West, extending to 35,000 sq ft, to Dwr Cymru in 2014.

- Bonded Warehouse, Atlantic Wharf, Cardiff
  We advised on the purchase of the Bonded Warehouse, Cardiff, extending to 17,500 sq ft, and have been retained to let the vacant offices within the building.

- 3-7 Columbus Walk, Waterfront 2000, Cardiff
  We advised on the acquisition and letting of 3-7 Columbus Walk, extending to 9,241 sq ft, in 2015.

- Optimum Credit
  We were retained by Optimum Credit to identify an office and negotiate lease terms for a new HQ in Cardiff city centre. After carrying out an extensive search attractive terms were successfully negotiated for the 2nd floor of Haywood House South, extending to 5,800 sq ft.

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Development Services

Our expert team provides clients with specialist knowledge and agency services specifically for the consultancy, sales and marketing of development property. We work closely with our planning team with the focus on unlocking and maximising the value of land and buildings suitable for a wide range of alternative uses.

We also work closely with a number of our in house specialist departments in order to provide clients with the best advice in respect of a range of alternative uses including healthcare, hotels, student accommodation and private rental sector (PRS).

We have been involved in a significant number of development projects across Wales from large scale strategic developments to single, high value residential plots and can provide services through the whole development process. The service lines we offer include:

- Strategic Overview and Site Searches
- Mix, Tenure and Masterplanning Reviews
- Sale and Purchase
- Negotiation of Option Agreements
- Land Assembly
- Promotion & Joint Venture Agreements
- Feasibility Studies & Development Appraisals
- Valuation
- Viability Assessments for S106 Negotiations
Investment

We specialise in Commercial Real Estate Investment. We work with institutional investors, property companies, developers and high net worth individuals helping advise on their real estate portfolio and individual asset strategies.

We provide unrivalled knowledge and strategy on both disposal and acquisition of all commercial property throughout Wales and the UK.

We are expert advisors of the investment market across the sector. Specialising in offices, industrial, retail and leisure sectors as well as alternative asset classes in the real estate investment market such as student accommodation and hotels.

We offer a full range of investment services that include the following:

- Disposal
- Acquisition
- Development Advice and Feasibility
- Asset Management
Residential Development Sales

We are the premier new build property consultants in South and West Wales, marketing an extensive portfolio of urban and rural new build developments, from village houses to city centre penthouses.

We have specialist knowledge and experience of the new build sector and are able to offer high level residential consultancy, sales and marketing advice and investment agency sales. Our objective is to provide the highest level of service in the market place, to achieve results for our clients and to add value to the development process through market leading research, advice and sales professionalism.

- Consultancy
- Design
- Site Sales
- Investment
- Branding
- Marketing and PR
Savills has one of the largest Planning teams in the UK with over 200 staff across 15 offices. The focus is on providing commercially informed advice, which reflects the close relationship with development, investment and research teams. The Cardiff Planning team provides strategic value-added advice on some of the key regeneration projects across south Wales and throughout the UK.

**Services**
- Appraisals
- Applications
- Community Infrastructure Levy (CIL)
- Appeals (expert witness)

**South Wales schemes include**
- Coed Darcy urban village
- Cardiff International Sports Village
- Glan Llyn (former Llanwern)
- Cardiff Callaghan Square
- Cardiff Central Station

**UK schemes include**
- London Olympics—all competition venues
- Rugby World Cup 2015
- London Paramount Entertainment Resort
As the only premium national agency in Wales, we bring a wide range of specialist services and an invigorating presence to the property market across the southern half of the Principality.

Our international reputation and global reach is unrivalled in Cardiff; but we understand that breadth is nothing without depth, and national profile is nothing without genuine local attachments.

We provide expertise in many disciplines — from residential sales and new homes to advice on planning and development. We are always looking to play our part in the region, providing an optional Welsh-speaking service and supporting local events and organisations.

How do we work with our clients on property in Cardiff?

We pride ourselves on achieving the ideal balance between intimate local knowledge and a genuinely global presence. Our close partnership with Savills offices in Bristol, and London together with our links with the London-based Country Department, ensure that we reach the widest range of buyers.

With the back-up of wide-ranging specialist teams and a vast international database that provides access to the best buyers, we are confident that we can help you get the most out of the market, whatever your requirements.
Valuation, Litigation & Recoveries

Our team provides professional valuation advice to a wide range of banks, lenders and corporate institutions on all major asset types including office, retail, industrial and development property. For mixed portfolios, we work regularly with our specialist teams who can provide additional expertise in areas such as healthcare, student accommodation, hotels and leisure.

We also provide expert advice in contemplation of court proceedings and are familiar with the duties in providing expert evidence in a court of law.

Our recoveries team offers a national presence, through our extensive network of Registered Property Receivers one of whom is based in the Cardiff office. The Recoveries Team offers a wide range of services from initial advice through to formal appointments. The team specialises in a wide range of asset types and also works closely with other disciplines within Savills. The skills set working within the area of recoveries, also allows us to work closely with other insolvency professionals.

The service lines we offer include:

- Bank advisory and loan security valuations
- Expert witness advice
- Portfolio and Financial Statement Valuations
- Strategic advice
- Control and Property Management
- Transaction Management
The Housing Team in Cardiff provides valuation and consultancy advice to housing associations and local authorities, principally across the whole of Wales the South West, Northern Ireland and the West Midlands.

We are part of the Savills Housing and Healthcare team, a dedicated housing consultancy division, operating from seven offices across the country with over 200 professionals who can advise on every aspect of the housing sector.

We offer a range of valuation advice across all tenures for the affordable housing sector including:

**Asset Management**
- Advisory for housing association transfers, stock swaps and disposals

**Site assessments**
- Development appraisals for housing associations (individual plots to regeneration schemes)

**Mixed funding valuations**
- Strategic portfolio funding advice, PFI valuation advice and large scale voluntary transfer (LSVT) valuations

**Balance sheet valuations**
- Annual revaluations for accounting purposes

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Clapham Park Homes Estate Regeneration - Valuation Of Housing Stock For Loan Security Purposes

Valuation advice in support of tender for acquisition of former care home Countisbury House, Cardiff for conversion into a Step Down Scheme for rehabilitation of substance abusers

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**Housing and Healthcare**

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How we can help you:

Our team of experienced Rating experts can identify a wide variety of opportunities to reduce and often avoid rates liabilities, before entering into detailed negotiation with the Valuation Office Agency, the Scottish Assessor and/or Local Billing Authorities.

Our Expertise:

- Challenges against rateable values
- Managing applications for relief from rates
- Budgeting and rates bill audits
- Managing and making payments from client accounts

As well as a wealth of experience in negotiating rateable values and pursuing appeals to Tribunals, we are highly experienced in negotiating relief from rates for ‘material change’ appeals, such as nearby building works, as well as securing relief from rates for vacant or under utilised space.

Often working on a purely performance related fee arrangement, there is nothing to lose.

Our rates payment management team is also able to provide an additional level of service from verification of annual rates bills through to actual payment of the monthly instalments.

The two parts of the service integrate seamlessly to ensure that no stone remains unturned and any refunds are promptly secured along with interest where appropriate.

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Building Consultancy

Professional

Building surveys and due diligence. Clear guidance and recommendations to assist you in making the right decisions on property acquisitions.

Party wall matters Works to party walls and to foundations close to boundaries can require formal notices and procedures. We can guide you and act as your party wall surveyor.

Planned, preventative maintenance A comprehensive, focused service to deliver programmed property maintenance.

Defect diagnosis and remedial work Accurate and timely diagnosis reduces unnecessary expense. We make technical assessments of building problems and deliver cost effective solutions.

Dispute resolution We can take a leading role or provide professional support in helping you to conclude disputes.

Dilapidations advice We can assess liabilities and manage the process on behalf of landlords or tenants.

Insurance reinstatement valuations Fully itemised and accurately costed reinstatement valuations for all building types.

Design and development

Feasibility studies Early design and costing advice can help you determine the viability of a project and inform your decision making process.

Project management Effective and proactive input from our building surveyors throughout a project could help to deliver a more successful outcome.

Development monitoring We can undertake regular and objective inspections to determine progress against key performance indicators.

Design Our design team and consultants can provide you with cost effective, no nonsense, commercial solutions to your building requirements.

Contract administration The complex issues that affect all building contracts require experienced administration which we can provide for all contract types.

Measured surveys & Land Registry plans Accurate record information is essential to inform your decisions on present and future space requirements. Our technical team can provide you with CAD generated building plans.

Health & Safety advice

Compliance is essential in today’s litigious environment and our building surveyors can advise on your obligations and guide you through the complex procedures as your appointed Health & Safety co-ordinators.

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Retail Agency

In-town retail
The team has a wealth of experience in the South Wales and South West and acts on behalf of a range of landlord and retailer clients on a broad spectrum of instructions. We have the largest market share of shopping centre consultancy, acting on around 20 throughout the region and representing a wide variety of landlords including Land Securities, UBS, Helical, Queensberry, Rockspring, M&G and Avisa. We are also fully engaged with the occupier sector and have been retained to acquire around 20 throughout the region and representing a wide variety of landlords including Land Securities, UBS, Helical, Queensberry, Rockspring, M&G and Avisa. We are also fully engaged with the occupier sector and have been retained to acquire units and have successfully advised on a number of acquisitions including Swansea, Bridgend, Cardiff, Llantrisant, Newport and Merthyr Tydfil.

Out of town retail
We specialise in development and asset management of retail parks, solus units and foodstores. We have strong relationships with the country’s leading national retailers including the established out of town occupiers plus those expanding in to this sector. We provide asset management advice to the large institutions including Aberdeen, Standard Life, Royal London and LaSalle. We work closely with developers specialising in the out of town retail sector in matters of site assembly, viability, lettings and sales.

Retail development
The team has advised on many retail and leisure developments within the region including Royal and Morgan Arcade and department store, The Hayes, Cardiff. The team liaises closely with colleagues in the development and planning teams in order to provide a complete and detailed level of service at all stages of the development process. The team also advise Costa on the roll out of the new Drive thru and pod coffee units and have successfully advised on a number of acquisitions including Swansea, Bridgend, Cardiff, Llantrisant, Newport and Merthyr Tydfil.

Our activities include:
- Shopping centre agency and asset management
- Retail development – in and out of town
- Supermarket development and acquisition
- Retained shop acquisitions
- Leisure, restaurants and pubs/bars
- Lettings, sales and assignments of all retail property types
- Local authority consultation
- Asset management
- Valuation
- Masterplanning

Retail development
The Retail team, working in an agency and asset management capacity, acts on the former David Morgan department store and asset management of the Hayes, Cardiff, for our client Helical.

Property Management
Nationally, Savills currently manages over £2.8bn of retail properties for over 100 clients, with an annual rent roll of over £1.74bn and an annual service charge expenditure of £274m. As part of these instructions, we manage over 110 shopping centres and 250 retail parks in the UK.

The Wales and South West team is experienced in all aspects of property management and consists of four surveyors, a surveyor technician, an administrator and three regional facilities managers. Our current instructions include the management of shopping centres, retail parks, single and multi let offices, high street retail, industrial estates, distribution warehouses, mixed use schemes and leisure parks. Our client base ranges from local property owners to institutional investors such as Standard Life, Kames Capital and LondonMetric and, upon request, we are happy to provide client testimonials on any aspect of our service.

The specification of any property management instruction depends on a client’s requirements and this can range from a basic quarterly rent collection service, through development consultancy to a full retail management service on an institutionally owned shopping centre. In addition to the core property management service, Savills offers a number of asset enhancement services that are increasingly popular with clients. These include maximising non core income from properties, strategic marketing advice on shopping centres, retail research, turnover and trading analysis using our exclusive database and the production of letting support material for targeted occupiers.

Our activities include:
- Retail and business space management
- Health and safety management
- Development consultancy
- Service charge consultancy and management
- Rent collection and cash flow management
- Accounts management

- Maximising commercialisation opportunities
- Strategic marketing advice
- Retail research
- Analysis of retailers’ turnover

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